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AIR CONDITIONING AND REFRIGERATION News

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INSIDE DOPE

by GEORGE E. TAUBENECK

Story of the Week
Baptist Church Notes
No Runaway Inflation
How We Got That Suntan
The Flaws in Our Argument
No Man Smart Enough
Stand Still Long Enough
Influence of Unions

Story of the Week

From the *Detroit News* we quote the following item complete and verbatim:

"OSLO . . . The Norwegian Parliament will debate the problem of the so-called peace babies—illegitimate children of Norwegian women by soldiers of the liberation armies who have since left the country. The Norwegian Ministry of Justice is negotiating with the governments of countries concerned about maintenance payments by the fathers.

"It has been estimated that between 4 and 10% of the U. S. population is afflicted with varying degrees of color blindness."

Baptist Church Notes

Among the odd and interesting notes collected on a quick motor trip down through southern Indiana and Illinois this week:

The Baptist Church of Marshall, Ill., into which fellowship the writer was received some three decades ago, is now holding services for its diminished flock in the tiny cottage in which we were born. The older, larger edifice is rotting away in idle grandeur because the membership couldn't afford its upkeep.

The First Baptist Church of Evansville, Ind., has just voted to install a complete air conditioning system in its church building as soon as possible.

Maybe there's a moral to be noted there.

Air conditioning salesmen please note.

No Runaway Inflation

The OPA's mighty propaganda machine has again been confounded by the fact that "greedy business men" are sitting on the price lid.

Manufacturers and retailers all over the nation are seizing the opportunity to gain goodwill by advertising that they are maintaining or even shading their prices during this period of confusion.

Our favorite advertisement along this line is that of the Greater Detroit Ice Manufacturers, which said, simply: "Ice Prices Are Still Frozen."

How We Got That Suntan

Responsiveness of AIR CONDITIONING & REFRIGERATION NEWS subscribers to recent editorials and "Inside Dope" columns has lightened our burden recently, because so many of their letters are so interestingly stated that they deserve to be published. This week we lead off with a couple of sharp reactions to our piece favoring the loan to Britain:

764 Lombard Ave.
Evansville, Ind.

Editor:

According to the article entitled "Believe It or Not, We're Actually FOR This Truman Proposal!" in your INSIDE DOPE column of June 24, 1946, you have studied pros and cons with reference to the British loan quite thoroughly. The following is not intended to indicate approval or disapproval of your thoughts, but serves only to answer a question which has been on my mind for a long time:

In the Anglo-American Block, the

(Concluded on Page 6, Column 1)

Priority Order On Castings To Hurt Industry

DETROIT — Manufacturers of refrigeration compressors, long beset by material shortages which have drastically retarded production, have received what is apparently another severe setback in this line by the Civilian Production Administration's certification program on iron castings and pig iron.

Purpose of this certification program is to channel malleable and gray iron castings and merchant pig iron to producers of certain farm machinery items and products for the Veterans' Housing Program (this latter including soil pipe and fittings, pressure pipe and fittings, radiators, warm air furnaces, bath tubs and sinks, and low pressure cast iron boilers).

A manufacturer of such products may certify a purchase order for castings used in his critical products which he has already placed with a foundry or he may apply to CPA for special authorization to place certified orders for castings if he hasn't enough on the foundry's books.

These certified orders must be treated as rated orders and scheduled for production in preference to all other orders. The program under the present order, Direction 13 to M-21, will be in effect through September.

Since manufacturers of refrigeration compressors can't certify orders those who depend on an outside source of supply for their castings are fearful that their supply of castings, which has been a bottleneck all through the reconversion period, may worsen during the next two months.

Westinghouse Says Milk, Water Coolers Reach New Peaks

SPRINGFIELD, Mass. — Electrically operated Westinghouse milk coolers are rolling off the assembly line here four times faster than before the war, declared H. F. Hildreth, manager of the refrigeration specialties department of the Westinghouse Electric Appliance Division.

He asserted that the average weekly output of drinking water coolers has doubled the prewar figure.

By fall, production will be raised to a rate 12 times that of the prewar

(Concluded on Back Page, Column 1)

Simpson Will Manage Retailers Association

WASHINGTON, D. C.—Clifford C. Simpson, long active in organizational activities, has been appointed managing director of the National Electrical Retailers Association.

Mr. Simpson will maintain temporary headquarters at 1304 Eye St., N.W. here, but later the association's office in Suite 1471, Merchandise Mart, Chicago, will be expanded and Mr. Simpson's operations moved there. Until recently he had been general manager of the National Association of Independent Tire Dealers.

"N.E.R.A. policies will be aggressive and constructive," promised Mr. Simpson. "We will strive to represent the best interest of the electrical retailer. We will defend him courageously and honestly. We will oppose any industry policy or legislation that would be harmful to his best interest. We will earnestly cooperate with any practical program to promote the interest of the whole electrical industry."

Refrigerator, Appliance Makers Limited to 30-Day Inventory

* * *

WASHINGTON, D. C.—Although it admits that it knows of little hoarding by manufacturers of consumer durable goods, the Civilian Production Administration last week clamped a 30-day inventory limitation on nearly a score of finished goods, including refrigerators, electric ranges, washers, vacuum cleaners, sewing machines, and furniture.

Intent of this move, according to CPA officials, is to prevent manufacturers from warehousing these scarce household items in hopes of higher prices following final decision on the OPA.

Manufacturers have until Aug. 15 to comply with the ruling which requires that their inventory of completed goods at the factory or in warehouses be limited to a 30-day supply, or their normal inventory, whichever is the smaller.

Controls were likewise tightened by CPA on supplies of 27 materials and parts which manufacturers may keep in inventory.

"What we are after is to see that scarce materials go to the manufacturer whose finished products go immediately to the consumer, rather than to those who plan to withhold manufactured products awaiting possible price increases," declared CPA Administrator John D. Small.

"If a manufacturer now has an excess inventory of any of the listed manufactured products, he has the choice of either increasing his sales or curtailing production," said Mr. Small.

Death of OPA Seen If Second Bill Is Vetoed

WASHINGTON, D. C., July 18—The bill to revive the OPA was in the hands of the Senate-House conference committee today, and it seemed likely that considerable more delay might ensue before it is sent to the President.

There is speculation that if the proposed legislation goes to Mr. Truman without some changes desired by the Administration, he will veto it. In this case most political observers believe that Congress might pass some simple rent control legislation, but that price controls on consumer goods would be dead.

The Senate amendments which exempt meat, poultry, eggs, and dairy products from price control are particularly distasteful to the Administration, and there was some talk that these decontrols might be "traded" off for new provisions which would curb OPA's discretionary power to apply ceilings on consumer goods. The Barkley pricing formula, which replaced the Taft amendment covering prices for manufacturers and distributors of consumer goods, gives the OPA such discretionary powers in determining whether to grant price rises as allowed under the formula.

As far as can be determined, prices in the refrigeration, air conditioning, and appliance fields were generally still holding at or near the old OPA ceilings.

There was a little flurry of price increases in refrigeration components and parts. One manufacturer was said to be announcing an increase of 20% in refrigeration compressors in the 5 hp. and larger sizes. There were some increases in the prices of commercial refrigeration evaporators, in one instance the increase was said to be more than 50%.

Manufacturers of complete refrigeration units, both household and commercial, were frank in saying that if increases in prices of parts and materials were on a broad enough scale, it would force up the price of the finished product.

A survey made by the Commerce and Industry Association of New York showed that in the first two weeks without price control, of 141 manufacturers in the New York area surveyed, 92% stated they had not raised their prices above the June 30, 1946, OPA ceilings.

The some 7% who increased prices, ranging from 8 to 25%, declared that such increases were caused generally by higher costs not previously covered by OPA ceilings.

Electromaster Adds New 'Direct' Dealers

DETROIT—A new merchandising plan for retail sales of its electric ranges and automatic water heaters through direct factory dealers in the Detroit metropolitan area and the "Thumb" counties of eastern Michigan has been instituted by Electromaster, Inc., here, announces Gerald Hulett, vice president.

More than 40 direct factory retail dealers were recently appointed to expand coverage of this market, he said.

The new plan of merchandising will in no way affect the sales of Electromaster products through the company's three Michigan wholesale distributors in Lansing, Grand Rapids, and Marquette, he added.

Coast Producers Of Refrigeration Form New Group

LOS ANGELES—To identify themselves as an industry and to handle labor relations and the joint negotiation of labor agreements, a group of refrigeration manufacturers in this area has organized the Refrigeration Manufacturers Association of Southern California.

"The association is formed and incorporated as a non-profit trade association and will probably expand to cover the usual operations of a trade association," stated Laurence K. Brink, executive secretary.

The new group is sharing office facilities with the Refrigeration Contractors Association of Southern California at 1151 S. Broadway here.

"Both of these groups are interested in the trade relationships within

(Concluded on Page 20, Column 1)

Admiral Sales Hit New High; Report Production Step-up

CHICAGO — Admiral Corp. and subsidiaries, producer of refrigerators and other appliances, reports record sales of $12,300,000 for the first half of 1946.

Sales for the second quarter of 1946 were $7,700,000 as compared with sales of $4,600,000 for the first quarter.

Net earnings for the first half of 1946, after providing for all necessary charges, amounted to $357,000. Profits increased from $5,000 for the first quarter of 1946 to $352,000 for the second quarter. No consideration has been given to possible "carry-back" of tax credits.

Although comparable figures are not available for 1945, Ross D. Siragusa, Admiral president, states that current sales have more than tripled the best six-month prewar output in the history of the company.

With July production stepped up to a $40,000,000 annual rate, Admiral officials point out that most of the serious log-jams in the nature of national strikes and tie-ups have been settled. Adding a note of caution, however, Mr. Siragusa pointed out

(Concluded on Page 4, Column 5)

New Auto Maker to Cool Chicago Plant

CHICAGO—Main assembly line of Tucker Corp., new auto manufacturer here, will be air conditioned to permit greater precision in car production, according to plans of Preston Tucker, president.

Occupying the huge plant on the south side where Dodge built bomber engines during the war, Tucker plans to turn out 1,500 automobiles a day.

CPA Considers Order Limiting Exports

WASHINGTON, D. C.—To prevent scarce consumer goods' being shipped abroad for sale at higher prices than possible in this country, the Civilian Production Administration is drafting an export order which would place a blanket limit on exports.

This order will not be issued, however, unless a "flood" of exports develops which threatens to starve American markets, indicates John D. Small, CPA administrator.

The present system of requiring individual export licenses for specific products should control exports adequately if the increase is gradual, he believes, and if price controls are restored, there will probably be no action by CPA on exports, he said.

Federal Reserve Board Sees 20% Price Jump

WASHINGTON, D. C.—Whether or not price controls are restored, prices gradually will have risen 20% by the end of 1947 due to the delayed direct effect of the Government's wartime inflationary financing policies, it was forecast in a special Federal Reserve Board economic study.

The study said at the same time that the inflationary effects of material shortages in most cases probably will disappear by this fall.

Explaining its prediction of a "monetary" inflation brought on by the Treasury's deficit financing policies during the war, the study declared that this will result from the fact that the Government has increased the actual supply of money in the country.

The money value of "the national product" has been increased by more than any possible increase in physical output so that average prices are bound to rise some, with most of the rise coming in the service industries where technological progress is relatively slow, it was stated.

In commenting on the current shortage of many goods, the study pointed out that "sporadic inflation, spotty shortages due to the accumulation of deferred demand and im-

(Concluded on Back Page, Column 3)

Comptroller School Concludes Frigidaire Training Program Held for 500 Key Men

DAYTON, Ohio—Frigidaire Division of General Motors Corp. has concluded the most extensive and all-inclusive sales, service, and business management training program in its history with a special Comptrollers' School.

More than 500 key men, district managers, sales managers, sales promotion managers, district representatives, and comptrollers from the United States, Canada, and overseas participated in the training program, which consisted of a series of seven individual schools.

"The sales, service, and business management picture has changed considerably during the War years," explained E. R. Godfrey, general manager. "Factors and methods considered important yesterday are being discarded today. Only the most up-to-date methods and techniques are being projected to district and dealer personnel by key people who were trained in Dayton."

Ninety-three field comptrollers, chief financial officers, and district treasurers, representing distributing and branch offices throughout the nation, participated in the special school for comptrollers headed by D. K. Banker, chief comptroller; F. O. Pansing, assistant secretary and treasurer; W. F. McDonald, chief accountant; and R. W. Kimmey, assistant chief accountant.

Training courses for the series of sales, service, and business management schools included lectures, demonstrations, exhibitions, diagrams, factory tours, motion pictures, and open forum discussions. They covered products, sales organization, sales promotion, advertising, store location and planning, market research, business administration, credit, collections, and financial management. Employing and training salesmen, sales stimulation, rural and special markets, service, and franchising were also incorporated into the school curriculum.

The series of sales training schools were supervised by Ellsworth Gilbert, sales promotion manager. Among the many other company officials who participated were P. M. Bratten, general sales manager; R. M. Roberts, works manager; L. A. Clark, assistant general sales manager; H. F. Lehman, assistant general sales manager; P. V. Sprout, service department manager; F. H. McCormick, assistant chief engineer; E. F. Schweller, manager household engineering; F. H. Peters, advertising manager; H. M. Kelley, appliance sales manager; W. F. Switzer, manager market and research; Miss Verna L. Miller, director of home economics.

Ivey Opens Dealership

SYLVANIA, Ga.—Ivey's Electric Co. recently opened at 160 South Main St. here, with E. A. Ivey, Jr., as manager. The firm is an exclusive dealer for Kelvinator refrigerators and other products.

Manages Westinghouse Laundry Merchandising



RICHARD J. SARGENT
He has been appointed merchandising manager for the laundry equipment department of the Westinghouse appliance division.

Ames to Make G-E Kitchen Cabinets for Western Sales

SAN FRANCISCO—W. R. Ames Co. here has received a General Electric contract to manufacture a complete line of all-metal kitchen cabinets for the western market. This market includes seven states.

Distributor Group Holds First 'Policy' Meeting With Presteline Heads

CHICAGO — Establishing "democracy in business," the home appliance division of the Pressed Steel Car Co. here has set up a distributors' advisory executive committee to help formulate its sales and merchandising policies.

The committee, composed of an "elected" delegate from each of the firm's nine distributor zones throughout the country, held its first meeting early in July.

At this three-hour, closed-door session, the committee discussed engineering factors, prices, discounts, advertising, and dealer aid.

Then company officials, representing the sales and advertising staff and the engineering department, joined the meeting. All points raised by the distributors were discussed.

Company officials, elated at the success of the meeting, said that the distributors will continue to have a voice in company decisions on sales quotas, dealer promotion, sales education, product design, and sales strategy.

The company also plans to form a retailers' committee which will meet with distributors on the same basis that the distributors work with the company.

Under the distributor plan, committee members are elected for one year only and cannot succeed themselves until each distributor has had a chance to serve a term.

Pressed Steel Car decided to enter the home appliance field last July. The company makes the Presteline electric range, refrigeration, and laundry equipment.

Brandt Heads Production at Consolidated Conditioning

NEW YORK CITY — Eugene J. Brandt, stainless steel and aluminum expert for General Motors Eastern Air Division during the war, has been appointed vice president in charge of production at Consolidated Conditioning Corp. here, R. T. Tree, president of Consolidated has announced.

Mr. Brandt was formerly president of Eugene Brandt & Sons, fabricators of stainless steel and galvanized products.

Conditionaire Gets Okay For New Shop, Offices

LOS ANGELES — C.P.A. approval has been obtained for construction of a new shop building at 4002 North Mission Road, Los Angeles, for Conditionaire, Ltd., of 1015 West Second St., Los Angeles, and an office building at the same address.

The shop, to be 83 x 108 ft., will be of steel and corrugated aluminum construction, while the office will be of frame and plaster, 54 x 28 ft. Total cost is estimated at $40,000.

$70,000 Fire Damages Bradshaw's Building In Fresno, Calif.

FRESNO, Calif. — A fire, which took firemen nearly one hour to conquer, caused an estimated $70,000 damages to the W. C. Bradshaw air conditioning and refrigeration sales plant at 420 Broadway here on July 6.

The fire department reported that the blaze was out of control within the plant before the firemen arrived.

Cause of the fire was undetermined, though it was said to have started in the rear of the building. From there it spread to the roof and thence throughout the interior. The roof collapsed shortly after firemen arrived.

Slight damage was done to neighboring buildings.

Mr. Bradshaw claimed the damage involved $60,000 worth of refrigerators, tools, and other equipment. Destruction to the building was estimated at $10,000. All damage was covered by insurance, he said.

Conditioning, Radiant Heating Feature Bldg. Of Parts Wholesaler

GARY, Ind.—Completely air conditioned and equipped with radiant heating, the new offices, display room, and warehouse of Engineering Specialty Co., Inc., at 900 W. Ridge Rd. here were formally opened on June 26.

Approximately 200 guests, representing all phases of the air conditioning and refrigeration industry in northern Indiana and southern Michigan, attended the "house-warming" ceremonies, according to the firm's president, E. M. Kirtland.

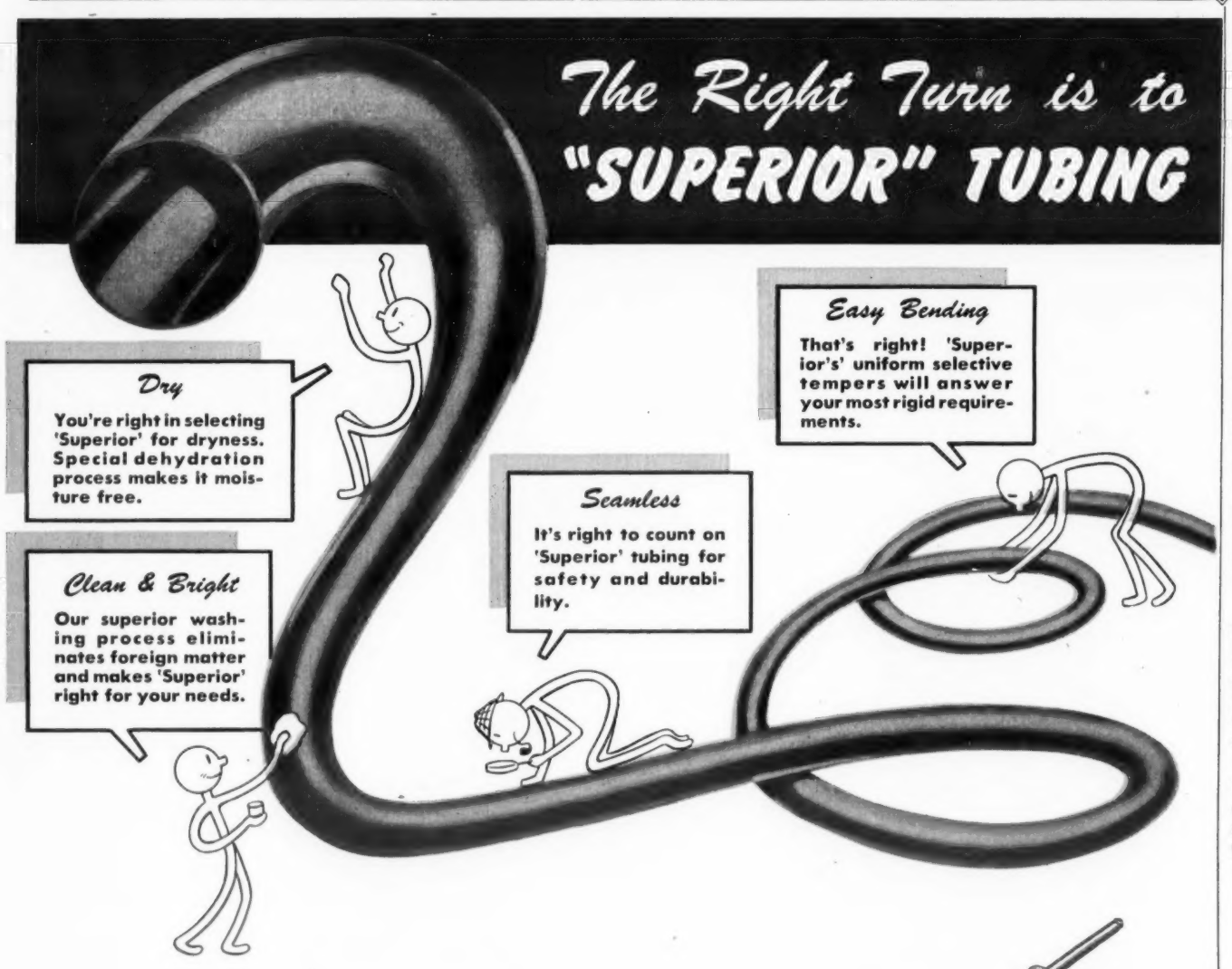
New quarters of the company provide approximately 10,000 sq. ft. of floor space. The building has a 62½ ft. front and a 150 ft. depth. All facilities are on one floor. The loading platform at the rear can handle four trucks at one time, Mr. Kirtland said.

Mr. Kirtland, who is also a licensed professional engineer of Indiana, designed the entire project. In describing his radiant heating system, he said that pipe is imbedded in the concrete floor through which warm water is circulated to heat the building. In addition, the pipe is imbedded in the sidewalks and driveways to melt snow and ice from them in winter.

Due to material shortages, a few finishing touches still remain to be put on the building, he declared.

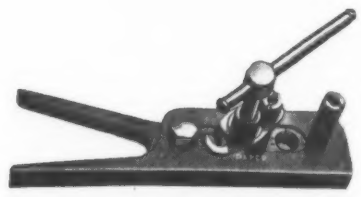
Engineering Specialty Co., Inc., wholesales air conditioning and refrigeration supplies to serve all phases of the air conditioning field.

Mr. Kirtland stated that his firm had designed a number of radiant heating installations for other types of buildings throughout northern Indiana.



Many of our old customers and countless new ones are making the "Right Turn" to Penn's 'Superior' tubing. They realize the quality and workmanship that we apply to our drawing and annealing process to give each individual customer satisfaction. Your tube problems are always welcome at Penn—make the "Right Turn", write today!

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Announcing

THE NEW G-E ALARM THERMOSTAT for Frozen-food Units



What happens to your frozen-food unit when power fails? It stops running, of course. BUT not for long—if it is equipped with a new G-E alarm thermostat. You can count on this tiny device to give a warning if power is cut off or if the temperature in the frozen-food unit approaches a dangerous point.

How It Works. The thermostat consists of a normally closed contact which can be connected in series with a pilot light—or with a clock. When a predetermined temperature is reached, the contact opens—and the light *goes off*, or the clock stops. This is an obvious warning which you can depend on. Buzzers and batteries which must be replaced periodically are eliminated.

Moisture-proof! The thermostat is protected from moisture by a sealed transparent housing. Over-all dimensions are only one inch in length by one inch in diameter.

FOR FULL DETAILS get in touch with the nearest G-E office or write to *Apparatus Dept., General Electric Co., Schenectady 5, N.Y.*

GENERAL ELECTRIC

WAA Establishes Rules For Sale of Surplus on Credit

WASHINGTON, D. C.—The War Assets Administration has outlined credit and collection policies to be followed by the agency.

The policies, it was added, were designed to meet two conditions:

1. The fact that WAA, in selling surplus property, has an obligation to safeguard the interests of the people, and may not operate in the same manner as a private profit-making enterprise.

2. The provisions of the Surplus Property Act of 1944, under which WAA operates, particularly the requirements to give maximum aid to independent operators, to preserve the competitive position of small business and to afford veterans an opportunity to establish themselves in business.

All applicants must file formal applications for credit. The fact that a company is nationally known does not warrant automatic approval of credit without the filing of an application which shows its financial standing, it was added. As a result, credit has been refused several well-known companies which refused to file balance sheets with WAA.

Terms of sales on open account credit usually require payment in 30 days, with 60 days allowed for Federal agencies and public groups.

Instalment credit may be extended in selling certain types of durable items which are to be used in the buyer's business and are not intended for re-sale. Under the Surplus Property Act of 1944, in the case of raw materials, consumer goods no extension of credit shall be for a longer period than three years.

On other types of property, maximum terms for instalment credit are administratively fixed at five years. The three and five year periods are outside limitations.

Ability to pay, it was added, is the principal criterion in considering instalment application in preference to relying on re-sale value of property disposed of by WAA.

A standard interest rate of 4% was adopted.

Monitor New England Showing on July 30

BOSTON — Monitor Equipment Corp. will display its complete line of products for the first time in New England at a banquet meeting July 30 in the Hotel Sheraton here.

About 60 dealers will be invited to attend.

Monitor's new merchandising philosophy will be discussed by Paul B. Zimmerman, the firm's executive vice president. Merits of the products will be described by Alvin C. Zises, a director of the company and president of Equipment Distributors, Inc., here.

Equipment for Sale

Complete production tools for building 8½ Cu. Ft. Low Temperature Cabinet. All engineering drawings and shop drawings. All round corners top, bottom, and sides. Price $7,500.00.

Box 2027, Air Conditioning & Refrigeration News



U.S. Court Rules It Still Can Pass On OPA Cases

NEW YORK CITY—The United States Emergency Court of Appeals, set up under the Emergency Price Control Act to adjudicate cases arising out of price control, has ruled that it is empowered to continue deciding OPA cases despite the expiration of the act on June 30.

In its opinion, delivered in a local rent ceiling violation case, the court held that the Emergency Price Control Act clearly provided that after price control ended on June 30, the provisions of the act would remain in effect until actions, suits, and prosecutions arising from it had been disposed of.

After considering the possibility that its powers after June 30 might be challenged, the court said:

"We conclude that the provisions of Section 204 of the act which establish this court, provide for its organization and operation and define its jurisdiction and powers, remain in force after June 30, 1946, for so long a time as may be necessary to enable the court to hear and determine all proper suits within its jurisdiction in which retrospective declarations of invalidity are sought with respect to regulations or orders, the violation of which prior to June 30, 1946, has formed the basis for prosecutions or suits in other courts."

Subsidy Is Planned To Hold Down Prices On Frozen Vegetables

WASHINGTON, D. C.—Aimed at permitting sales of some frozen vegetables at prices below consumer ceilings, a subsidy program has been announced by the Department of Agriculture for the pack produced between Feb. 2 and June 30 of this year.

The program applies to frozen sweet corn, but not corn on the cob, frozen peas, frozen mixed vegetables containing one or both of these vegetables, and other food products utilizing these items.

Applications on eligible sales may be filed through Nov. 30.

Coast Appliance Group To Hear Smith, Cosgrove

SAN FRANCISCO — George H. "Rock" Smith, vice president and general manager of the Deepfreeze division of Motor Products Corp., will address the semi-annual Western Radio and Appliance "Trade Dinner" here Aug. 7 on "The Future of the Home Freezer."

On the same program, Raymond C. Cosgrove, recently reelected president of the Radio Manufacturers Association and vice president and general manager of the Crosley Corp., will speak on "Your Radio Business."

About 1,000 guests are expected to attend the dinner.



THE FROZEL MEETS EVERY SELF-SERVICE NEED

Designed to meet the ever-widening demand for self-service this beautifully styled streamlined case matches the moods of the future with its glistening white porcelain exterior . . . providing an eye appealing setting for appetizing foods that make it the greatest silent salesman ever introduced in the food merchandising field. Here are a few of the reasons why FROZEL *lowers overhead, reduces shrinkage* and *increases sales.*

AUTOMATIC DEFROSTING. **Ample coiling, plus, special set on compressor provides proper refrigeration with automatic defrosting on every cycle of the compressor—thus maintaining humidity and eliminating dehydration.**

CONSTANT CIRCULATION OF AIR. **Warm air drops down through 30 coils to form a sweep of cold air passing under and through the merchandise.**

MASS DISPLAY OF MERCHANDISE. **End of cases may be easily removed so that two or more cases may be placed end to end forming a continuous in-line assembly with greater sales appeal.**

FLEXIBILITY OF USE. **Seven rack adjustments provide year 'round utility in any section of the country for a wide variety of food products.**

PLAN YOUR FUTURE WITH **WEBER** *TIME-PROVED EQUIPMENT*

WEBER SHOWCASE & FIXTURE CO., INC., 5700 AVALON BLVD., LOS ANGELES 54, CALIF.

LOS ANGELES • EL PASO

Acute Manpower Shortage Predicted For This Fall

WASHINGTON, D. C.—Three factors which will tighten labor supplies and may cause an acute manpower shortage by October or November have been listed by the Civilian Production Administration.

These factors are:

(1) Demands for perhaps 1,000,000 men in construction and building materials;

(2) Sizable expansion in retail trades and services;

(3) Continued, though smaller, new hiring by factories.

Some government economists believe that the coming manpower shortage will be severe only in some industries and localities.

First Presteline Ranges To be 'Safety Top' Model

CHICAGO — First 2,500 ranges turned out by Pressed Steel Car Co. here will be confined to the "Safety Top" model, which has four burners aligned across the back, company officials declared.

The availability of steel will determine the speed with which capacity production of the firm's Presteline products can be attained, they said. Peak potential is said to 600.

If government restrictions on steel continue relaxed, they asserted, production will jump much faster.

At a distributors' advisory committee meeting, the distributors agreed to a fair trade program with OPA prices being held.

Barlow & Seelig Plans Automatic Washer Under Licensing Agreement

MILWAUKEE — Appliance Corp. of America here has granted to Barlow & Seelig Mfg. Co. of Ripon, Wis., a non-exclusive license to sell an automatic washing machine manufactured under patents under which Appliance Corp. is licensed.

J. W. Chamberlin, president of Appliance Corp., who made this announcement, added that he expects to announce plans for distribution within the next few weeks.

He also reported that his firm had entered into a cooperative agreement with Barlow & Seelig whereby each company would manufacture certain parts of the washer for the other company.

Barlow & Seelig, which announced the new automatic washing machine at a distributors' meeting, said that it expects to make initial shipments by next December or January.

Cameron to Direct Sales For Utility Division

ASHEVILLE, N. C.—N. C. Cameron, formerly industrial sales representative, has been elevated to sales manager at Carolina Light & Power Co.'s western division here. Mr. Cameron succeeds Julian Stepp, who recently became division manager.

Since joining the company in 1934, Mr. Cameron has worked for the sales department in Raleigh, N. C., and Hartsville, S. C.

Scrap Shipments for Steel to be Speeded

WASHINGTON, D. C.—Faced with a sharp curtailment of steel production as stockpiles of scrap metal at the steel mills dropped to less than a two weeks supply, Reconversion Director John Steelman has announced a 10 point government program to speed scrap shipments.

Under this program, surplus ships, guns, tanks, and ammunition will be broken up and made available to steel mills.

In his announcement, Mr. Steelman charged, "In view of the critical shortage of scrap, some scrap dealers have been withholding supplies from the market since price control lapsed, waiting for higher prices."

Mr. Steelman said that CPA reported that some mills have less than one day's supply on hand and steel production may drop 30% within two weeks unless the flow of scrap is speeded.

Spiegel Lists Freezers In Latest Catalog

CHICAGO — Home freezing units are being offered for the first time in the new 700-page fall and winter catalog issued by Spiegel, Inc. here.

This largest volume in the company's history also offers its customers a wide selection of washing machines and electrical appliances.

Spiegel catalog customers can buy for cash, on 30-day charge, or on time payments.

Wisconsin Fair Trade Law Is Upheld In Circuit Court Case

FOND DU LAC, Wis.—Constitutionality of Wisconsin's unfair sales practice act, designed to curb predatory merchandising competition of the "loss leader" type, was upheld here (July 8) by Circuit Judge L. J. Fellenz, Sr.

The opinion was handed down by the court in denying a motion for summary judgment by the Tankar Gas Co., Inc. The fuel distributing firm had been charged by District Attorney S. Richard Heath with violating the act by offering 2 gallons of gasoline free with each purchase of 7 gallons. Besides challenging the constitutionality of the unfair sales practice act, the firm denied that it had violated the statute's provisions.

"It is clear," the court ruled, "the Legislature intended by enactment of the unfair sales act to prohibit merchants from using means and inducements which unfairly divert trade from competitors. Provisions which are claimed to have been violated are in subdivision 2-J:

" 'When one or more items are advertised, offered for sale, or sold with one or more other items at a combined price, or are advertised, offered as a gift, or given with the sale of one or more other items, each and all of the items shall for the purpose of this section be deemed to be advertised.'

"There can be no doubt as to its meaning, and that is that the advertisement and any transactions pursuant thereto constitutes two separate items, a sale of 7 gallons of gas at the regular price, and a gift of 2 additional gallons by paying only the 5.5-cent per gallon tax. In my opinion, the making of this gift of 2 gallons is clearly in violation of the statutory provisions.

"It appears that the regulation is a reasonable exercise of police power by the state and therefore is not in violation of any constitutional guarantees."

Wolff & Marx Opens Appliance Floor

SAN ANTONIO, Tex.—The Wolff & Marx Co. opened its housewares and appliance floor.

Radio also was used in the promotion of the modern new department with its approximately 7,000 sq. ft. of floor space and the Wolff & Marx program, "The Wishing Well," with guest stars, was broadcast from the floor on the occasion of the opening.

Admiral Sales--

(Concluded from Page 1, Column 4)

that the industry is still confronted with important shortages in basic materials and component parts.

For refrigerators—steel, copper, and motors, specifically, are the most troublesome bottlenecks. Copper, tubes, and cabinets currently are holding down the output of radios and radio-phonographs.

July will mark the first month of volume production of Admiral's Dual-Temp refrigerator. The delay in getting under way with Dual-Temp, Mr. Siragusa states, may be attributed to the simple fact that the Dual-Temp now being produced is not merely a modernized version of the prewar model, but is radically new both in design and performance.

Production of Admiral electric ranges will follow immediately upon the heels of Dual-Temp. Most noteworthy features of the range line are a simplified three-step method of automatic cooking and Flex-O-Heat, which provides any degree of temperature desired. Volume production will get under way in August in a new factory which is just being completed.

Turning to the export market, Mr. Siragusa reported that the demands for Admiral products abroad have been so heavy, additional manufacturing facilities have been made available in the East to serve this market.

Frozen Pineapple Sales To be Tested Soon

NEW YORK CITY—Consumer reaction to frozen pineapple will be tested soon in New Jersey and Nevada by the Hawaiian Pineapple Co.

The pineapple will be frozen in Hawaii in chunk and crushed form and will be packed in bags enclosed in fiber cartons with an outer layer of cellophane, it was said.

If the test is successful, the company plans to launch a national campaign to make America frozen pineapple-conscious, it was added.

Superior Valve to Close July 29 for Vacation

PITTSBURGH — Superior Valve & Fittings Co. here has announced a complete plant shut down July 29 through Aug. 3 during which no shipments will be made.

Only a limited office force will work through the shut down, it was announced.

WHATEVER THE NEED . . .

Universal Cooler's complete line of refrigeration condensing units, products of a quarter century of specialized manufacturing experience, solve any refrigeration application problem. Modern production facilities, scientific material control and thorough testing under actual job conditions assure low-cost, trouble-free service under any operating conditions. If you are a manufacturer, you'll want to know why leading refrigeration manufacturers say:

"Let's Buy Universal Cooler."



UNIVERSAL COOLER

AUTOMATIC REFRIGERATION SINCE 1922 — WE SELL TO MANUFACTURERS ONLY

DIVISION INTERNATIONAL DETROLA CORPORATION

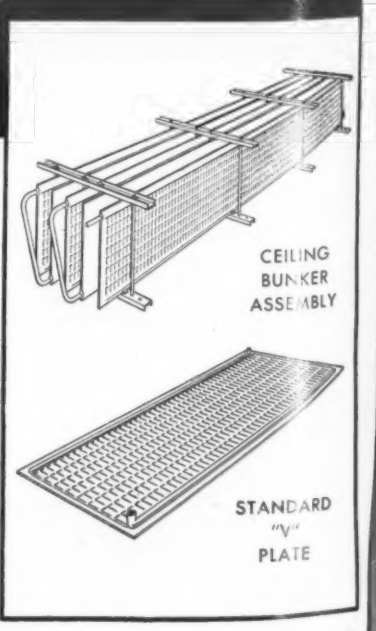
MARION, OHIO • BRANTFORD, ONTARIO

BTC EVAPORATOR PLATES *for*

- MORE PRIME SURFACE PER SQUARE FOOT OF PLATE
- FULLY EFFICIENT PRIME SURFACE
- LOW PRESSURE DROP



The exclusive Cross-Flow method found only in B.T.C. Evaporator Plates guarantees you efficient and trouble-free refrigeration. Their construction insures you low pressure drop, and consequent low operating cost. The basic design of the B.T.C. Evaporator Plate lends itself readily to the construction of special shapes for difficult refrigeration tasks. Your inquiry is welcomed.



THE BREWER-TITCHENER CORPORATION
CRANDAL-STONE DIVISION, BINGHAMTON, N. Y.

CPA Boosts Tin Quota 10% for Third Quarter, Tightens Controls

WASHINGTON, D. C.—Tin quota for the third quarter of this year will be 110% of the pig tin used in the second quarter, including extra-quota grants, the Civilian Production Administration has announced.

Exceptions to this 10% increase are manufacturers of fluid milk shipping containers, who will receive 25% of the average yearly consumption for the period July 1, 1938 to June 30, 1941, the CPA said.

Tightening some of its controls on the distribution of tin, CPA now allows manufacturers to use the same amount of tin containing metals in processing and manufacturing operations as in the third quarter of 1944. Special quotas will be assigned those who were not in business at that time, according to CPA.

Other changes in the order require:

1. All purchasers of solder to certify to their suppliers that the solder will be used in accordance with the conservation order;
2. Persons having possession or control of 2,000 lbs. of pig tin on the first of each month and a consumption rate exceeding 1,000 lbs. per month to report this information on Form CPA-412 before the twentieth of the month; and
3. That tin plate containing ¼ lb. of tin to a base box (31,360 sq. in.) of tin plate may be substituted for terne plate.

The increased allocation will require a further reduction of government pig tin stocks, CPA asserted.

Third quarter supplies are estimated at 11,900 tons and requirements for the period at 17,840 tons.

Catalina Appliance & Furniture Established in Los Angeles

LOS ANGELES—Catalina Appliance & Furniture Co. is the firm name under which Louis J. Catalano and Lucy A. Catalano have published a certificate that they are conducting business at 5100 West Adams Blvd., Los Angeles.

Ackart Appointed Chief Engineer at Remington

SYRACUSE, N. Y.—Ralph Ackart, former member of the engineering division of Carrier Corp. has been appointed chief engineer of Remington Corp., manufacturer of packaged air conditioning equipment, Remington President Herbert L. Laube has announced.

With Carrier since 1937, Mr. Ackart was responsible for coordinating the design of numerous industrial and commercial air conditioning products, particularly packaged air conditioning units.

Mr. Ackart said that initial samples of Remington's first postwar product, a heavy-duty room air conditioner intended for the tropics, will be in the field this summer.

Wade Named General Manager Of Green Appliance in Waco

WACO, Tex.—David L. Wade has been named general manager of the B. H. Green Appliance & Air Conditioning Co. here.

REA Loans $130,000 For Farm Appliances

WASHINGTON, D. C. — Loans totaling $130,000 to finance refrigeration plant facilities, the purchase and installation of electrical appliances, and farmstead wiring and plumbing have been approved by the Rural Electrification Administration.

To finance a 500-locker refrigeration plant, the new Haynesville Electric Refrigeration Cooperative of Haynesville, La. received $55,000.

For lending to members to finance the purchase and installation of electrical appliances and farmstead plumbing:

Denny's River Electric Cooperative, Inc. of Meddybemps, Me. received $30,000;

Malheur Cooperative Electric Association of Vale. Ore. received $25,000;

BARC Electric Cooperative of Millboro, Va. was awarded $10,000; and

Central Rural Electric Cooperative Association, Inc., of Clearfield, Pa. received $10,000. They will use the money for farm wiring.

Firm Selling Pre-Cooked Quick Frozen Meals Constructs 800-Case Walk-in Freezer in Plant

SILVER CREEK, N. Y.—A walk-in freezer that will accommodate 800 cases is under construction at the Nu-Ease Food Products plant here.

Homer D. Kaats, head of the newly organized firm, is producing frozen food items not usually offered the public. He has taken over a building formerly occupied by a Silver Creek bakery and is establishing his frozen food plant as fast as conditions will allow.

His products, of which there are now four, are biscuits, biscuits and chicken, fried chicken and French fried potatoes, and a turkey sandwich with gravy and French fried potatoes.

These articles are all pre-cooked, frozen, and wrapped. The daily volume of wrapped packages is 4,800 units, a unit being any one of the combinations just mentioned. These units are then packed in Church containers and taken daily to Buffalo to be kept in cold storage until distributed.

Thus far, their largest market is New York City. These Church containers became well known during the war when they were used for blood plasma packages and sent all over the world.

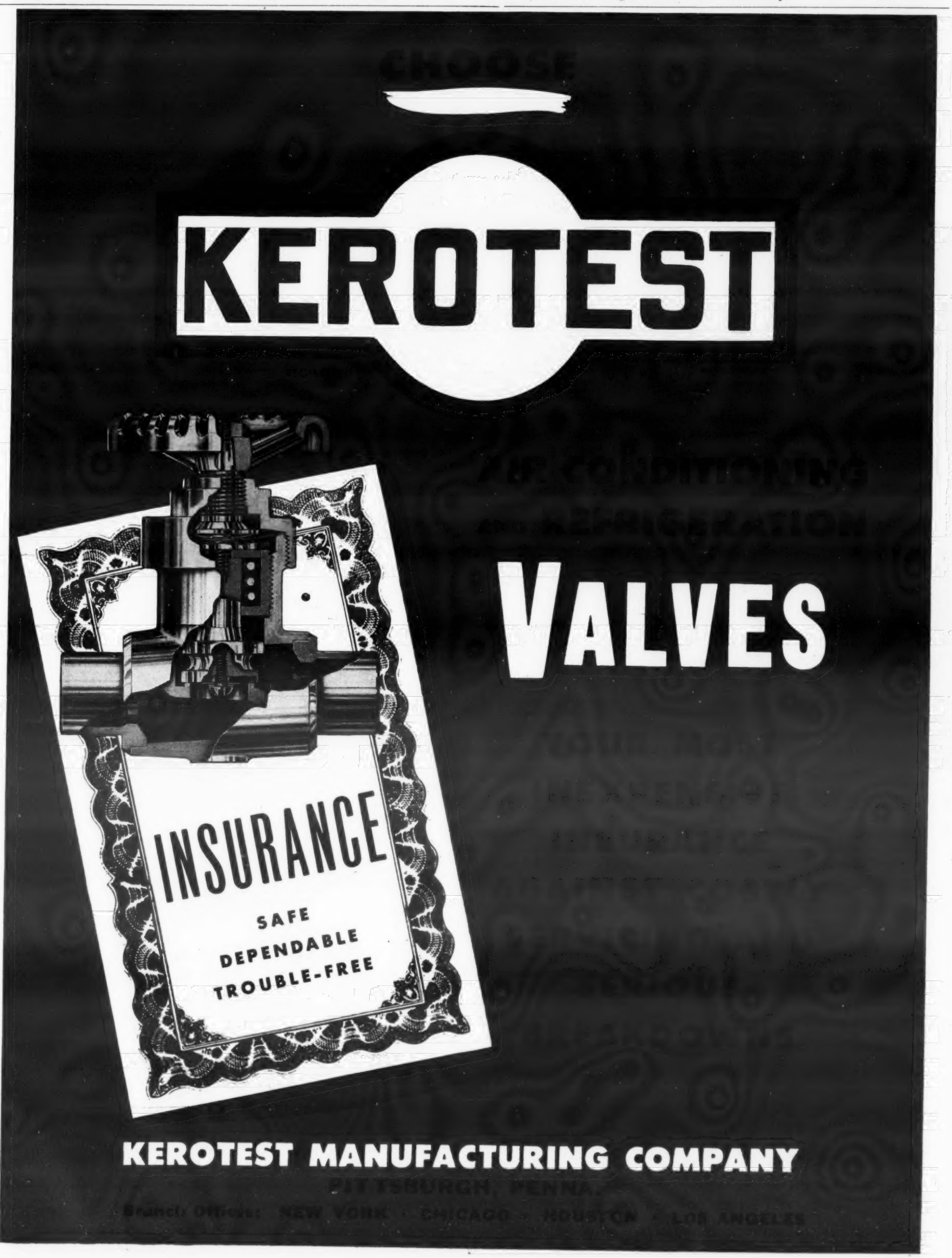
The biscuits are square. They are easy to cut and wrap that way and they require no trimming. Later, when the necessary materials are available, other items will be put on the market.

The plant operates five days a week, eight hours a day. It employs 13 women and four men. It occupies two floors and a basement.

Doutre Home Appliances Opened in Van Nuys, Calif.

VAN NUYS, Calif.—Doutre Home Appliances is the firm name under which Rene J. Doutre has published a certificate that he is conducting business at 5236 Van Nuys Blvd., Van Nuys.





INSIDE DOPE

by GEORGE F. TAUBENECK

(Concluded from Page 1, Column 1)

United States must exceed imports by exporting in order to have full employment. Britain must do the same in order to keep going. These two are part of the so-called United Nations. Most, if not all, of the members of the United Nations must do the same. Thus, in summation, everybody in the United Nations must exceed imports by exports.

This leaves the disunited nations plus some offenders like Germany, Italy, and Japan. Most, if not all, of the nations belonging to the United Nations must have a higher export and certainly the three offenders named are absolutely forced to have the same in order to pay reparations.

Now, I believe we have them all covered. Everybody concerned must export more than he imports.

Question A. How does this work out on paper?

Question B. How do you think this will work out in reality?

I should appreciate it if you would take time out to try to answer these two questions in a few sentences.

H. C. HELLER

Answer: It is not true that all members of the United Nations must export more than they import in order to "keep going." Britain must, of course, because she can't feed herself. Most of the United Nations, however, have food and raw materials surpluses, which they want to exchange for American and British manufactured products.

The United States, theoretically, has potential surpluses of both food and manufactured products—although these surpluses are not in sight currently. To help maintain a balance-of-trade, our country proposes to stockpile raw materials from abroad which will be useful in the next war. Helping to raise the standard of living abroad through exports which are probably gifts on our part may postpone that war—which, we hope you will agree, is surely a desirable end in itself.

The letter which follows, written by an internationally-respected expert who was an economic adviser to our wartime Ambassador to England, Averill Harriman, answers your questions far better than we could.

The Flaws in Our Argument

408 State Tower Bldg.
Syracuse 2, N. Y.

Editor:

Upon my recent return from Los Angeles I waded through all of the trade journals which had accumulated in my several weeks of absence. On reading your front page editorial on the state of the nation, my reaction was to drop you a line immediately telling you what a good job I thought you had done, but as I proceeded down through the pile of magazines, I found that literally hundreds of other people had already taken care of that matter.

But they tell us that "into each life some rain must fall," and since over the years I have written you several complimentary letters, I believe that you will understand my sincerity if I take you to task for your performance in the June 24 issue. My gripe is twofold:

1. The heading for your "Inside Dope" column includes the following words—"What do we get from the loan? World trade, and world peace." For Heaven's sake, George, you don't mean to tell your readers that by lending somebody money, we are going to have world peace! Mortimer Adler has proven to your satisfaction and mine in his book "How To Think About War And Peace" that what causes war is anarchy or the absence of government, and what causes peace is the presence of an overall government. We have peace on the city level, the county level, the state level, and in the United States only because we have an overall system of laws and government strong enough—for the time being, at least!—to maintain peace. We have no such peace in the international sense because we have no over-riding system of laws or government.

When you forget these simple fundamentals and tell your readers that the okaying of the loan will give us world peace, you are not only doing your less educated readers a disservice by trying to over-simplify the problem, but you are doing yourself a disservice by departing from the high level of thinking which has characterized so many of your recent editorials.

2. I detect a slight inconsistency between Item 6 in the June 24 editorial and the story which you try to tell in your "Inside Dope" column of the same issue.

In Item 6 of that editorial you state, "The theory that the only solution to international diplomacy is to go on playing a game of 'give-away' checkers. (So we have become the international dumb fat-boy with a stick of candy.)"

This is seemingly in direct contradiction to the case which you built up for lending to one country a sum of money which was at least four times as large as the total of the money lent to *all* other foreign countries in the last few years.

In trying to analyze this rather apparent inconsistency, I concluded that—with some justification—you let your dissatisfaction with the Roosevelt legacies carry you even beyond the bounds of editorial license.

Now, surprisingly enough, I agree with your general thesis with respect to the gift to Britain, but again I must disagree with you on one point in that story. Are you, like most of our Senators and our President, convinced that the American people are not sufficiently educated to tell them the true story about this gift?

Apparently the President, Phil Reed, A. W. Harriman, Secretary Byrnes, and most of the Senate realize that there isn't one possible chance in ten that any sizable proportion of this multi-billion loan will ever be repaid. In the first place, it is utterly fantastic to think that we will have a half-century of peace and "normal" business during which England can methodically whittle away at repayment. In the second place, the history of international finance is such that there has never been a case of large scale repayment of international obligations of this type, and the sheer size of this obligation bodes ill for any such reversal of history. These two points leave entirely aside the question of England's ultimate ability to pay—a point upon which my stay at the American Embassy in London gives me room for doubt.

Thus, though I show that I am doubtful that we will ever receive any large portion of this money through repayment, I still believe that turning this money over to Britain is an absolute necessity. But let's be realistic about it and not try to kid the American public. Let's tell them frankly that the present rules of international politics and the best interests of American foreign policy dictate that we must assist Britain in this hour of her critical need, but let us not perpetuate a misconception which in a few months will embroil us in a discussion as to whether or not we should make a "loan" to Russia.

This is important because while on the one hand an outright "gift" to England comes under the heading of the first law of self preservation, the making of a "loan" to Russia is the sheerest of outright stupidity. If you aren't yet convinced of the utter truth of that statement, just read the summary of the Russian situation given by William C. Bullitt in his recent book.

Just so I won't end on a sour note, let me again say, George, that you have been doing a perfectly outstanding job over the last six or eight months in your editorial comment, and I am looking forward to the day when your abilities can be given the wider audience they deserve. I am hoping that in spite of all the wartime difficulties that have beset the publishing business, you, like Jerry Tyler, have about reached the financial position in life where you will be able to drive forward into some new activity which will utilize your talents to the utmost.

GEORGE W. MEEK

No Man Smart Enough

Engineering Specialty Co., Inc.
900 W. Ridge Road (US-6)
Gary, Ind.

Editor:

I just received the July 8 issue of the NEWS and, of course, was scanning through your column as usual. When I got down to your paragraph titled "It's Too Darned Complicated" I reread it. I think you should make a much wider distribution of this paragraph because the average run of citizen is not aware that he is actually being misled by these alleged super brain busters.

The story as you outline it is absolutely true. No man or any group of men is smart enough to know all the answers about the economic system at any one given point. I for one should like to have a number of reprints of this.

More power to you in your free and easy style of exposing some of the well propagandized fallacies existing in the country today.

E. M. KIRTLAND,
President

Stand Still Long Enough

O. C. Wakenight Co.
Searcy, Ark.

Editor:

I am late in writing you and complimenting you on your article entitled "What's the Matter with America?" which appeared in the May 27 issue of AIR CONDITIONING & REFRIGERATION NEWS.

I think this hits the nail squarely on the head. I also think that every Congressman and every Senator should be made to stop and stand still long enough to either read this article or be made to listen to it. As well as a lot of others who are asleep and do not seem to know that our free America with freedom of enterprise and all the things that make this country what it is are being undermined and about to be taken from us.

From reading AIR CONDITIONING & REFRIGERATION NEWS, I would understand that you have made some reprints of this article and I would appreciate very much to have at least 200. Or better still 250 of these reprints.

Again complimenting you on your nerve and ability in writing such a good article.

O. C. WAKENIGHT

Influence of Unions

Northern States Power Co.
Minneapolis 2, Minn.

Editor:

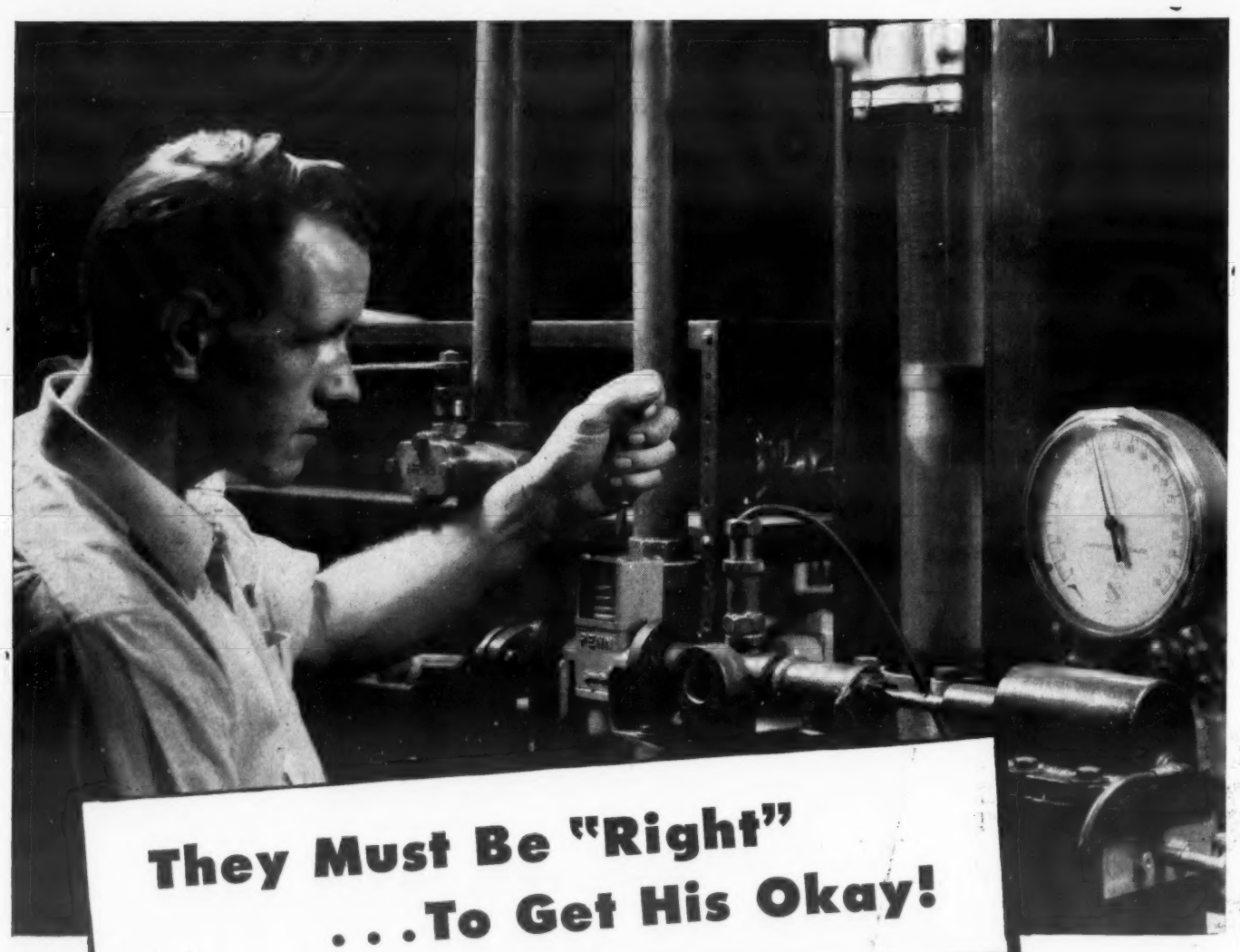
We want you to know that we appreciate very much your several editorials concerning the influence of unions on our economy. It is wonderful to know that there is at least one trade paper and writer who has "guts" enough to call a spade a spade concerning labor unions, labor legislation, and its effect on business.

One story I would like to see representing your own personal opinion, is on the "Subject of low temperature refrigeration and its sales possibilities in the domestic field."

We, in our company, blow hot and cold on this business and there is a wide variation of opinion concerning the acceptance and possible sales saturation limits.

Keep up your fight on unions and maybe some day a few more people will find courage enough to express their personal opinions.

T. L. LOSLEY, Manager
Dealer Sales Promotion Dept.



They Must Be "Right" ...To Get His Okay!

No matter how slight . . . flaws or deviation from specifications cannot be tolerated by a PENN Quality Control Engineer or Inspector. He knows the performance and efficiency of the refrigeration equipment you install depend upon the operation of automatic controls.

Therefore, every PENN water valve receives this precise water flow test. The valve must open and close exactly the right amount under rated conditions—otherwise it will never go to you.

Such insistence on controls being "right" is true throughout PENN's modern factory. You may rest assured that any refrigeration control okayed by a PENN engineer or inspector will provide highly satisfactory service under all normal operating conditions.

PENN Refrigeration Controls are available for temperatures as low as −150°F., and for pressures as low as 28" vacuum. Ask your jobber about them. *Remember, you never pay a premium for PENN's extra value. Penn Electric Switch Co., Goshen, Ind.* Export Division: 13 E. 40th Street, New York 16, U.S.A. In Canada: Penn Controls, Ltd., Toronto, Ont.

PENN

AUTOMATIC CONTROLS

FOR HEATING, REFRIGERATION, AIR CONDITIONING, ENGINES, PUMPS AND AIR COMPRESSORS



TYLER

FIXTURE CORP. NILES, MICH.

LOOK TO TYLER for pace-setting advancements in commercial refrigeration. The new Tyler Open-Style Self-Service Meat and Dairy Case is a case in point! And there are more to come!

Zoned Refrigerators Expected to Fill Needs Of Drugstores Retailing Variety of Drugs

CHICAGO — New "zoned" refrigerators to meet the increasing drug storage requirements of the nations 54,000 retail drugstores are predicted by the Refrigeration Equipment Manufacturers Association.

The equipment, designed for the pharmacy departments of hospitals and clinics as well as drugstores, is needed for the proper preservation of many drugs and pharmaceuticals, including new penicillin products, which must be kept at refrigerated temperatures to prevent spoilage and loss of potency.

Since the temperature range recommended for various drugs is from 32 to 68° F., refrigerators with several compartments or "zones" would meet the needs of druggists, many of whom now depend on converted household refrigerators, ice cream cabinets, or water coolers for drug storage, association officials report.

The trend toward multiple-temperature refrigerators already has increased through the appearance on the market of new domestic refrigerators with as many as three temperature zones, one for freezing foods, one for storage of frozen foods, and a third for storage of perishable foods, such as milk, butter, eggs, fresh fruits and vegetables, and fresh meats. In these units, the food freezing compartment usually operates at around -10° F., the frozen food storage compartment at 0° F., and the perishable food section at 40 to 45° F.

Among the drugs requiring refrigerated storage which are commonly sold at retail and used in compounding prescriptions are penicillin products, insulin, liver-B vitamin injections, synthetic vitamin D, enzyme products, many biologicals such as diphtheria, scarlet fever, streptococcus and tetanus anti-toxins, and vaccines for rabies, typhoid, and small pox. Highly volatile products such as oil of cloves, oil of cardamon, camphor, menthol, sweet spirits of nitre, chloroform, ether, and others retain their strength for longer periods at proper lowered temperatures.

In new refrigerators designed for drug storage, compartments in the higher range would be used for the storage of penicillin which can be kept safely at temperatures of less than 59° F., and ointments with a vegetable or animal oil base, cold creams, and many salves which keep best at temperatures cool enough to protect them from rancidity, but not cold enough to cause separation of the fluids from the solids.

Most biologicals, on the other hand, keep better in temperatures ranging from 36 to 50° F., and would be stored in compartments in that range.

Chloroform, sweet spirits of nitre, and other highly volatile products, all subject to rapid evaporation, keep better under chilling, and waste is reduced. Losses through evaporation of ether, acetone, petroleum ether, and benzene products also are reduced if the products are kept in refrigerated storage. Palatability of other products, such as cod liver oil and citrate of magnesia are improved if they are kept at chilling temperatures. "Zoned" refrigerators would provide correct temperatures for the most efficient storage in each case.

In drugstores where converted household refrigerators are used, pharmacists report improved business with reduced losses from spoilage and deterioration. In addition, the druggists say, they have the satisfaction of knowing that the products they dispense are at full strength and efficiency. Refrigerators especially built for drug storage would be a further step in the direction of more efficient drug and prescription departments, they believe.

Victor Co. Incorporates Under Pennsylvania Law

PHILADELPHIA—Victor Sales & Supply Co., wholesaler of refrigeration parts and supplies here, was incorporated under Pennsylvania law effective July 1, President Alex H. Holcombe, Jr., announced.

"This step was taken," he said, "to secure the future of the business which has expanded so much in the past few years. There will be no change in policies."

Board of directors for the new corporation are: Mr. Holcombe, Vice President and Sales Manager Terrence L. McLaughlin, Secretary-Treasurer E. B. Holcombe, Assistant Sales Manager William J. Boyd, and Alex H. Holcombe IV.

Dodd Heads New Branch Of Carolina Sales Corp.

COLUMBIA, S. C. — With J. G. Dodd as branch manager, the Carolina Sales Corp., with home offices at Greenville, N. C., has just opened an office and warehouse at 827 Gervais St.

According to E. E. Rawl, vice president and sales manager, products distributed by the company include such appliances as Kelvinator, Leonard home appliances, Duo-Therm fuel oil appliances, Thor washers and ironers, Koch and Victory commercial refrigeration equipment, and lines of small appliances.

Dealer Implies He 'Has-It,' Including Appliances

CHARLESTON, W. Va. — Has-It, Inc., has just opened at 403 Broad St., featuring electrical home appliances, sporting goods, hobby supplies, toys and games.

"DETROIT"

GAS CHARGED EXPANSION VALVES

Automatically Limit Motor Load

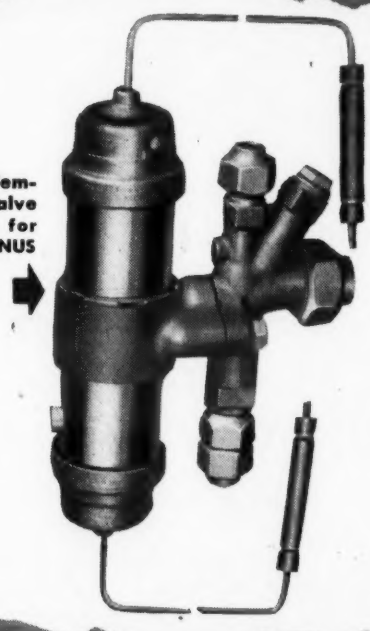


No. 899 Dura-fram Thermostatic Expansion Valve —For commercial installations. Furnished with external equalizer and forged union connections.



No. 897 Dura-fram Thermostatic Expansion Valve—For commercial installations. Compact and easy to install.

No. 793 Differential Temperature Expansion Valve —Specially designed for temperatures below MINUS 30 deg. F.



The gas charging principle—pioneered by Detroit Lubricator Company—automatically limits the starting load on the motor.

In liquid charging, the valve begins to feed as soon as the compressor starts. When starting up a warm system, a very heavy load is imposed on the motor, often necessitating throttling of the suction hand shut-off for a considerable period of time. In gas charging, due to the limited amount of gas in the power element, the valve remains closed until suction pressure is reduced to the pressure at which the valve is charged. Then the valve opens enough to keep the coil working at 100% efficiency. This automatically prevents motor overload, and by specifying the proper gas charge it is often possible to use a smaller motor.

Gas charging also makes a valve more sensitive, resulting in more uniform coil temperatures. "Detroit" Gas Charged Valves maintain a constant superheat, whether working on a high pressure air conditioning job, or a low pressure ice cream cabinet.

OTHER FEATURES OF "DETROIT" VALVES — Duraflex Bellows—a special "Detroit" development—proved superior in resisting all types of corrosive conditions, assuring long operating life. Delubaloy Needles and Seats—extremely long wearing—corrosion resistant. "Detroit" Valves are the standard of the industry.

DETROIT LUBRICATOR COMPANY

"DETROIT"

General Offices: 5900 TRUMBULL AVENUE, DETROIT 8, MICHIGAN

Division of American Radiator & Standard Sanitary corporation

Canadian Representatives — RAILWAY AND ENGINEERING SPECIALTIES LIMITED, MONTREAL, TORONTO, WINNIPEG

"Detroit" Heating and Refrigeration Controls • Engine Safety Controls • Safety Float Valves and Oil Burner Accessories • "Detroit" Expansion Valves and Refrigeration Accessories • Stationary and Locomotive Lubricators

Both in the same bracket!

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The PIONEER FLUID DEHYDRANT

...ACTIVE, ALWAYS CIRCULATING. DESTROYS MOISTURE CHEMICALLY, ECONOMICALLY, QUICKLY AND EFFECTIVELY.

TRACE

REFRIGERANT LEAK DETECTOR

... ITS STABLE AND VIVID RED COLOR REVEALS LEAKS .... INSTANTLY!

HIGHSIDE CHEMICALS CO.

195 VERONA AVE. NEWARK 4, N. J.

WANTED

Large St. Louis Distributor wants to purchase new Reach In Boxes coiled 4 & 6 Door 40 to 70 cubic feet capacity. Box 2023, Air Conditioning & Refrigeration News



Don't Miss the 1946 TRADE-IN MANUAL!

The only COMPLETE MANUAL & DEALER GUIDE on Household Refrigerators

More than 900 Photographs—
More than 2900 Listings of Specifications and Dependable Trade-in Values.

Identify Every Key Refrigerator Model Manufactured Since 1928 with this Invaluable Reference.

POCKET SIZE - 256 PAGES - ONLY $5 A COPY

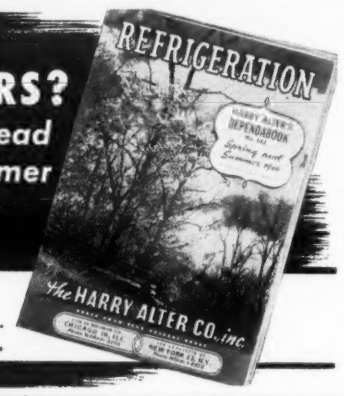
Send your money order or check with order today! Request C.O.D. shipment if you prefer.

STANDARD REFRIGERATOR TRADE-IN MANUAL CO.
503 West 43rd Street, New York 18, N. Y.

DID YOU GET YOURS?

If not, write on your letterhead today for new spring & summer

DEPENDABOOK



THE HARRY ALTER CO.

1728 SO. MICHIGAN AVE. CHICAGO 16, ILL. — *Two Big Warehouses To Serve You* — 134 LAFAYETTE ST. NEW YORK 13, N.Y.

Woolach Bros. Start 'Park and Shop' Store In Downtown Portland

PORTLAND, Ore.—Billed as the first store in downtown Portland to combine parking and shopping facilities under one roof, Woolach Brothers' new appliance and tire outlet was opened here on July 1.

With the establishment of this "park and shop" store at S.W. 10th Ave. and Stark St., Woolach Brothers celebrated its twenty-fifth anniversary in business, Manager Harry Woolach announced.

The new structure, 100 x 125 ft. in ground dimensions, provides extended parking facilities under roof and adjacent to display rooms where the firm shows its complete line of household appliances, radios, and tires. A 125 ft. "walk-along" show window is featured.

Fluorescent and incandescent lighting are provided. All rooms have been acoustically treated to achieve sound deadening, Mr. Woolach said.

Pre-opening advertising stressed the unusual architectural design of the store and the fact that "it brings suburban convenience to the center of town."

Staubiz Plans to Remodel Building for Appliance Shop

NEW ORLEANS—Plans for remodeling a one-story building at Tulane and Carrolton avenues for a modern electrical appliance and hardware store have been announced by C. G. Staubiz, who will operate the store.

Northwest Appliance Retailers Warned Of Too Generous Trade-in Allowance

PORTLAND, Ore.—Ethical standards of appliance retailing were the subject of an address presented before the newly formed Northwest Appliance Retailers' Association here by A. J. Greenwalt, Oregon-Washington district manager of Dun & Bradstreet.

Arnold Kunhausen, president of the group, states the organization was formulated to "study various phases of the appliance business toward the end that mutual understanding and goodwill may exist among manufacturers, wholesalers, dealers, utilities, and the ultimate consumer." Mr. Kunhausen is owner of Kunhausen's Electrical Appliance Store here.

Other officers of the group are Harold P. Kelley, vice president, owner of Harold Kelly's Appliance Center; Elmer N. Calef of Calef Furniture Co., treasurer; and R. C. Brummer is managing director. Directors are: W. W. Davis, Eastern Outfitting Co.; Vern L. Wenger, Vern L. Wenger Co.; K. L. Mundenhall, Hawthorn Hardware Co.; Charles Snell, Meier & Frank Co.; J. Woodle, Sears, Roebuck & Co.; W. L. Pengelly, Lipman-Wolf & Co.

In his address, Mr. Greenwalt said, "The history of the great strides made in retailing during the past two decades can be written in a few words—instalment buying and the use of credit. The piano, sewing machine, and automobile are noteworthy examples. Many failures prior to the war can be definitely traced to improper application of credit terms of long duration.

"Another pitfall was too liberal allowances for trade-ins. This can be a nightmare and wreck your business if not fully controlled. With controlled retailing prices the fellow who would hog the business can only resort to unusual allowances for that which is made a part of the transaction and sooner or later he will succeed only in leaving a ripple where he has gone down.

"Prepare now while so many shortages exist to present a bold defense toward that bugaboo of 'long trade-ins' and see that your salesmen know and well understand your attitude."

E. E. I. Completes Film Series on Salesmanship

NEW YORK CITY — The final units of the Edison Electric Institute's Sales Training Course for electrical appliance salesmen are now ready for distribution, according to C. W. Kellogg, president of Edison Electric Institute.

With the recent completion of two sound-slide films covering specific instruction for rural sales representatives, EEI now offers a comprehensive and well-rounded sales training program, consisting of a total of 18 films, planned to be shown at a series of weekly meetings.

Eight films deal with basic instruction in practical salesmanship, four discuss the selling of residential appliances, four cover commercial applications, and two, just completed, apply to rural sales.

Sets of films may be purchased individually or in any combination.

Each sound-slide film is supplemented by a salesman's manual, for home study and reference; a silent trailer film, for discussion during the meetings, and a leader's manual, for use as a guide in conducting meetings.

Over 175 of the basic courses are already in use, Mr. Kellogg said. Through these films, the profitable careers of thousands of appliance salesmen have been launched, he declared.

W. M. Smith Electric Co. Sold to Hailey, Associates

DALLAS, Tex.—The W. M. Smith Electric Co., 3024 Commerce, has been sold to J. G. Hailey and associates. The company will retain its old name and W. M. Smith, founder and former owner, will assist in its management. Mr. Hailey is president of the new corporation.

Other officers are Mr. Smith, vice president, and A. K. Jollhoff, secretary-treasurer. Directors are Mr. Hailey, Mr. Smith, B. B. Hincks, Geo. W. Thornton, and J. W. Aston.



WOLVERINE TUBING GOES TO FIRES

Though unseen, Wolverine tubing does play a big part in putting out fires, for it forms many of the essential parts housed within the ingeniously constructed fire extinguishers produced by the General Detroit Corporation.

These parts are made of red brass tubing selected (1) because of its resistance to corrosion, (2) because it is less subject to season cracking than other alloys are, and (3) because we can meet the exacting specifications required by the customer.

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WHO'S WHO AMONG WOLVERINE REPRESENTATIVES



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Frank H. Grace & Co.
1740 E. 12th St.
Cleveland 14, Ohio
Serving Northern Ohio

General Engineering Opens New Office, Showroom

CORAL GABLES, Fla. — General Engineering Co., Inc., announces the opening of a new office and showroom at 119 Aragon Ave. here.

The firm will continue to handle home or office air cooling, air conditioning, refrigeration (home or commercial), Kelvinator ranges and refrigerators, Blackstone automatic washers, and home freezers.

United Distributors Moves Into Three Story Building

NEW ORLEANS — United Distributors, Inc., appliance firm here, has moved into a three story building containing 30,000 sq. ft. of office and warehouse space at 510 Poydras St.

The office and display room, remodeled and renovated at a cost of $25,000, is completely air conditioned and has a black glass front.

United Distributors, Inc., started in business 16 months ago as a specialty selling firm in an 8,000 sq. ft. warehouse. It distributes nationally known lines of appliances in Louisiana, Mississippi, and southern Alabama.

O. G. H. Rasch is president of the company; J. L. Rosenblum, executive vice president; and Al Levin, vice president and merchandise manager. Eight salesmen cover the company's territory.

It gives

INSTANT WARNING OF UNSAFE TEMPERATURE RISE . . .

ZEROSTAT TEMPERATURE ALARM

A completely automatic, completely dependable alarm system that gives instant warning of unsafe temperature rise in home freezers, commercial freezers, meat boxes, chilling rooms, beer coil boxes, air conditioning systems, or any other area requiring maintained temperature.

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★ FLEXIBLE DESIGN
★ TROUBLE-FREE OPERATION
★ EASY TO INSTALL

ZEROSTAT Alarm Systems are adaptable and fit any size, shape or make of freezer.

THREE MODELS
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AVAILABLE IMMEDIATELY
Write for Descriptive Literature

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Specialists in Temperature Indication, Control and Alarm
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PHILADELPHIA 6, PA.

Sears Catalog Omits Refrigerators But Includes Freezers

CHICAGO—There are no refrigerators listed in Sears, Roebuck & Co.'s annual fall catalog.

The production uncertainties in many lines of durable goods show many items absent in the 1,242-page catalog that went out to some 7 million customers of the mail order house this month. The products not listed include washing machines, kitchen cabinets, radios, sewing machines, lawn mowers, and many more.

Cold Spot freezers *are* there, in 6, 9, 12, and 18-ft. sizes, as well as G-E's electric blanket, and such appliances as vacuum cleaners, electric irons, and electric clocks.

The company's 1946 catalog is 37% larger than the one issued last year, but the increase is mostly in soft goods. Preparation of so large a catalog has to begin months in advance, and the first half of this year saw little optimistic prediction for major appliance production.

Housing Agency to Guarantee Market For Pre-Fab Homes

WASHINGTON, D. C.—To encourage new enterprises to step up production quickly without waiting to test the market, the National Housing Agency has announced a plan to guarantee a market for approved new materials and prefabricated housing.

The NHA is permitted, under the Veterans Emergency Housing Act, to underwrite the sale of not more than 200,000 housing units at any one time and may pay up to 90% of the delivery price.

Under the plan, the Reconstruction Finance Corp. will negotiate contracts to cover a specified number of units to be produced during a stated period and the guarantee will run for a definite length of time, according to NHA.

The NHA's special adviser on financial aids to production will receive applications for the contracts, the agency's announcement explained.

Then the NHA will determine what information is needed to pass on the technical features of the product, production, and distribution facilities, and the producer's finances.

Satisfied that the product is acceptable and that the firm is able to produce it, NHA will authorize the RFC to negotiate the contract.

This contract, according to the agency, will protect the producer against any substantial risk of loss and at the same time provide him with a bankable account to make it easier for him to obtain financing through regular banking channels.

NHA said that materials will have to meet specifications set up by the Federal Housing Administration and that it would set up safeguards to keep out inferior products and fly-by-night producers.

This move by NHA is the second part of a program to build 2,700,000 new dwellings by 1948. The first step allows premium payments on materials production under a $400,000,000 subsidies fund.

Veterans Priority Placed On Sinks, Plumbing Items

WASHINGTON, D. C. — Veterans' preference priority ratings have been applied to kitchen sinks, lavatories, and water closet bowls, effective July 1, the Civilian Production Administration has announced.

This action requires manufacturers of these plumbing fixtures to set aside 60% of their production to fill veteran housing orders.

In addition to veteran housing, it also anticipates the demand which will arise in the next six months from the Federal Housing Agency's reconversion housing program.

Production figures on these fixtures released by CPA reveal that only sinks equalled the estimated monthly requirements. Because of the backlog of unsatisfied demand piled up in the first half of 1946, CPA saw the supply and demand as follows:

	For the first half of 1946	
	Est. Production	Est. Requirements
Lavatories ...	790,000	1,050,000
Sinks	945,000	1,170,000
Water closet bowls	1,005,000	1,110,000

For the month of June, the relationship between estimated production and estimated average monthly requirements are:

	Production	Requirements
Lavatories	135,000	175,000
Sinks	195,000	195,000
Water closet bowls	165,000	185,000

Production this year has risen very substantially over 1945 output.

Self-Service Laundry Operators Taught To Service Laundromats

MANSFIELD, Ohio — The initial group of self-service laundry operators franchised through Automatic Laundry Distributors, Inc., of Chicago, have spent four days at the Westinghouse electrical appliance division and at the Laundromat equipped Half-Hour Laundry here learning the fundamentals of this public service operation.

Westinghouse home economics institute instructed the operators in the problems of washability of various types of clothing and in the operation of the Laundromat automatic washers.

Servicing of the Laundromat, including a demonstration of the dismantling and reassembling of the machine, was given by A. E. Schaller and Leonard Braden of Westinghouse's laundry equipment department.

Operation of a public self-service laundry was studied at the Half Hour Laundry under the guidance of F. A. Ferguson, Jr., manager. C. H. Fuchs, Westinghouse research engineer on Laundromat development explained the various engineering work involved in the machine.

Members of the initial class included: Col. J.W.G. Stephens with self-service laundries at Richmond and Arlington, Va., and Hollywood, Fla.; E. C. Mathias and R. L. Wagaman, from Hagerstown, Md.; W. C. Becker from Joliet, Ill.; Joal Carroll of Union City, N. J.; Joseph Feinman from West New York, N. J.; and Herman Fortgang of Newark.

Feltus Electric Is Opened In Memphis

MEMPHIS, Tenn.—Feltus Electric Co. has been opened here at 573 Marshall by R. E. Feltus, who has been in the electric business in Memphis 25 years. His sons, David and Robert Feltus, will be associated with him in the firm.

Philco Changes New Preferred Stock Issue

PHILADELPHIA — Philco Corp. has filed with the Securities & Exchange Commission an amendment to its registration statement establishing a dividend rate of 3¾% and offering price to the public of 101½ plus accrued dividends from July 1, 1946 to the date of delivery, on its forthcoming new issue of 100,000 shares of preferred stock, 3¾% Series A, it was announced by William R. Wilson, treasurer.

Public offering of the shares is being made by a group of underwriters headed by Smith, Barney & Co.

Dividends on the Philco preferred stock will be payable quarterly beginning Oct. 1, and thereafter on Jan. 1, April 1, and July 1. The shares will be callable as follows:

Within the next three years or before July 1, 1949, at $104.50.

Within the two years thereafter or before July 1, 1951, at $103.50.

Within the two years thereafter or before July 1, 1953, at $102.50.

After July 1, 1953, at $101.50.

Prosperous Manufacturer

In business for over 40 years rated B-1, desires to combine with reliable high class manufacturer having an engineering organization. Reliability and integrity more important than size. Have exclusive mechanical fixture that controls a new field, in addition to a regular exclusive specialty line. Give full particulars. No promoters.

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Air Conditioning & Refrigeration News



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Fond du Lac, Wis.

Refrigerator Manufacturers for Over 40 Years
Farm Locker Plants since 1939



THE *Busiest*

MOST POPULAR DOOR IN AMERICA!

WE haven't made a survey but we have a hunch that refrigerator doors are opened and closed more often every day than any other type door.

And the refrigerator door is an *important* door. It must seal against loss of cold and entry of heat to protect perishables. It must be light in weight . . . attractive to the eye . . . easy to clean and to keep clean.

As suppliers of inner door pans, breaker strips and one-piece door frames to leading refrigerator and home freeze unit manufacturers we contribute in large measure to the satisfaction women and children and *men* enjoy when they open or close the busiest, most popular door in America.

PANELYTE *the structural plastic*

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★ RECORD MAKER IN DESIGN, DEVELOPMENT AND MASS PRODUCTION OF STRUCTURAL RESINOUS LAMINATED PARTS FOR THE REFRIGERATOR INDUSTRY

They'll Do It Every Time . . . . By Jimmy Hatlo



Out With Special Privileges--Revise the Wagner Act!

Superior Deluxe* DEHYDRATORS





. . . readily refillable . . . on the job, or in the shop. When the gasket-type, inlet-end Strainer Union is removed, you get a generous unrestricted dehydrant removing and filling opening.

High quality filter pad . . . fortified by supported screens at outlet-end removes even the finest particles of foreign matter from the refrigerant stream.

End fittings are silver-soldered to end caps . . . end caps are soft-soldered to main body . . . removable for inspection and replacement of filter pad and screens.

Superior FILTERS

Equipped with highly efficient sack-type filter, plus fine screen at outlet-end. End fittings are silver-soldered to end caps . . . end caps are soft-soldered to shell . . . removable for replacement or cleaning filter sack.



If you haven't a copy of Catalog R2, request one today.

NO. 55

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OFFICES IN PRINCIPAL CITIES · STOCKS CHICAGO (6) · LOS ANGELES (15) · JOBBERS EVERYWHERE

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The Law of Compensation

RALPH WALDO EMERSON made out a mighty fine case for the Law of Compensation. He took an old rule of physics (for every action there is an equivalent reaction) and applied it to the experiences of living. What seems like a handicap today, he noted, probably will turn out to be a piece of luck tomorrow.

Appliance dealers can take comfort from this thought. Today the scarcity of articles to sell, plus the belligerency of irate anxious-to-buy customers, add to their gray hairs. They can't see anything good about the situation.

This time next year, however, when supply has caught up with demand, and when competition once again becomes an urgent factor in their business life, they may look back upon today's harrowing experiences and thank God for the Truman Famine of 1946.

Excess dealers are dying off like flies this summer. The opportunists, the Johnny-come-latelies, the fair weather boys who somehow managed to persuade reluctant distributors that they should be allowed to enter the tough appliance merchandising business, are running out of money and moxie. They're giving up, and looking around for some other "deal" on which they might make a quick killing.

No distributor or manufacturer will ever forget the pressure for new franchises which harassed them in 1945. Everybody and his Uncle Herman had noted the terrific need and demand for refrigerators, washing machines, ranges, irons, fans, air conditioners, etc., which the four-year production holiday had created. Thousands wanted to dip into the gravy.

Old heads in the game realized that they'd be cutting their own throats if they appointed more dealers and distributors to compete with those who knew what it was all about. But the pressure was terrific—especially from returned veterans.

Perhaps now some of these G.I.'s who were so angry when they couldn't get franchises are ready to shake hands with the men who saved them from throwing two or three thousand bucks down the well. (It takes that much for an investment in a store; and when that store has little or no receipts because there's little or nothing in it to sell, the original capital soon melts away.)

The few manufacturers and distributors who appointed too many dealers are now the unhappiest of men. They must cut up the smallest pie they've ever had into a greatly increased number of slices. Nobody loves them, and their old customers hate them with an especial fury. When you do an old friend wrong, or fail him in an emergency, you've made a peculiarly bitter enemy. Note your own reaction to a brushoff from a hotel you've patronized regularly for 20 years.

The same holds true for the manufacturing end of the business. Back in 1944 and 1945 nearly every war-swollen machine shop and metal working plant had notions of converting to peacetime appliance production. Stopped by shortages of steel, copper, fractional horsepower motors, and shipping crates, and lack of technological and merchandising know-how, one by one they are abandoning their grandiose plans, and are turning hopefully toward simpler things.

(That matter of shipping crates, incidentally is the newest worry of the surviving manufacturers—not only have the prices on the required lumber, paper, etc., gone up about 400%, but the super-priority housing program has made these materials well-nigh unobtainable.)

Today it's all trouble, double-trouble, wherever one looks, as far as one can see. But those who survive, the fittest and the strongest, some day may find that the Law of Compensation has worked in their behalf. Unnecessary and unwanted competition may be washed out by the scarcities of 1946.



. . . because A-P refrigeration valves are dependable

The extreme simplicity of construction that makes the precision-built A-P Thermostatic Expansion Valve so DEPENDABLE in long-life service is an additional advantage to the service engineer.

Every part of this important A-P needle assembly has been tested and inspected many times for its vital task of accurate refrigerant control. The Stellite needle, for instance, is made from special stock which must be subjected to chemical analysis and laboratory furnace to be absolutely sure every bar of stock has the correct percentage of every required element *before* machining and production. The finished assembly is checked under instruments working to *millionths* of an inch accuracies, before its many operating tests.

Simple construction, easy installation and inspection, DEPENDABLE supersensitive refrigerant control—are proven superiorities that keep A-P Refrigeration Valves popular with engineers and owners alike.

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Dependable REFRIGERANT VALVES

STOCKED AND SOLD BY GOOD REFRIGERATION JOBBERS EVERYWHERE . . . RECOMMENDED AND INSTALLED BY LEADING REFRIGERATION SERVICE ENGINEERS

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Food Conservators
have the call. This Modern Food Conserver has many unusual advantages. Sold through distributors of refrigeration and insulation.
Get our proposition
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OVER 800,000 IN USE

A MASTERPIECE *in* Thirst-quenching Convenience
OASIS ELECTRIC WATER COOLER

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Kalish Is Supervisor Of Water Cooler Sales

NEW YORK CITY—George Kalish has been appointed general sales supervisor by the Boston Water Purifier Co., metropolitan New York and New Jersey distributor for Kelvinator water coolers.

Recently discharged from the Army Air Corps after four years service, Mr. Kalish has held positions as sales supervisor for Sunroc Refrigeration Co. and district manager for Iceless Cooler.

British Columbia Firm To Distribute Deepfreeze

VANCOUVER, B. C.—Engineering Equipment Co., Ltd., an affiliated sales organization of the Canadian Sumner Iron Works, Ltd., which will sell, install, and service Deepfreeze units, has been incorporated in this province.

The company also will serve as exclusive distributor throughout western Canada for such lines as Lovejoy flexible couplings, Oil-Rite lubricators, Carbozite protective coatings, and Jumbo heatabs.

Engineering Equipment Co., Ltd., temporarily is located at the home office and plant of the Canadian Sumner Iron Works, but is planning to establish offices downtown in the future.

Sub-dealers have been appointed by the parent company to handle its various lines in other parts of the province.

Nebraska Dealers Training Vets for Jobs In Servicing

LINCOLN, Neb. — A number of additional appliance firms in Nebraska have been approved by the state department of public instruction and veterans' service coordinating committee of Nebraska to provide on-the-job training for veterans in both the sales and service fields, under provisions of the G. I. Bill of Rights.

Several hundred former G. I.'s previously had entered such on-the-job training in Nebraska firms, it has been reported.

The K.K. Co., Inc., 408 East Ave., Holdrege, was authorized recently to give training in home appliance servicing and repair to four veterans; The Korsemeyer Co., 412 South 9th St., Lincoln, appliance distributor, six warehousing superintendents, four road salesmen, two buyers, and one treasurer; Carter Service store, Lodgepole, one electrical appliance salesman and service man; Modern Appliance store, 115 Main St., McCook, four service men; Omaha Appliance Co., 18th and St. Mary's Ave., Omaha, two service men, two salesmen, and a record clerk; Rosenberger Sales & Service, 1409-11 Broadway, Scottsbluff, seven service men and two stock men; Schafer's Locker Plant, Shubbert, one operator; Schafer's Locker Plant, Verdon, one operator.

Servicing Commercial Refrigeration Systems

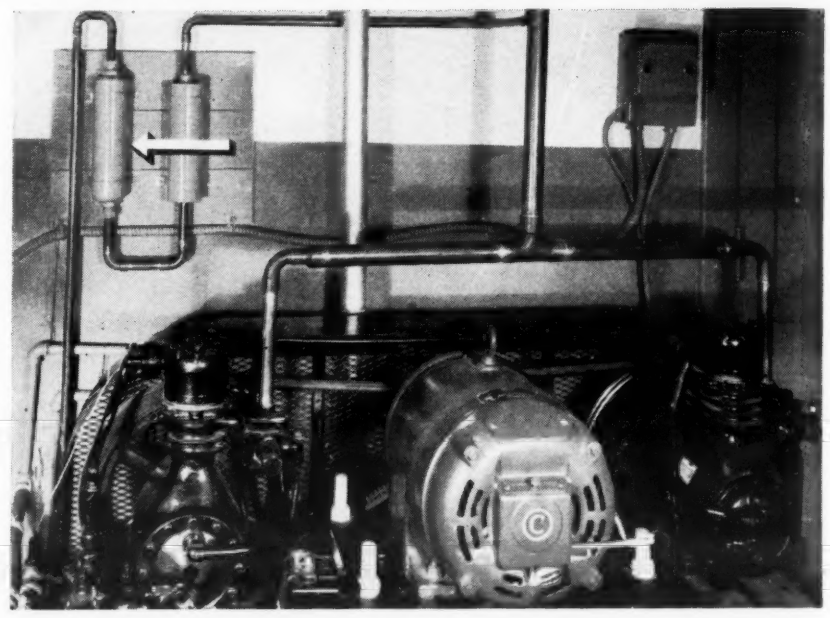
Instalment No. 17

Editor's Note: This is the final instalment in a series of illustrated articles showing how to service commercial refrigeration installations. In these articles service men were shown that four basic complaints are the cause of 95% of all service calls on this equipment, and that only seven simple steps are necessary to diagnose these complaints.

This series was prepared and published through the cooperation of the service department of Frigidaire Division, General Motors Corp.

The editors of the NEWS plan in the near future to introduce another series of timely service articles which will be of interest to all repairmen.

44—Install a Dehydrator



To remove moisture from the system *install a dehydrator.* Put it in the liquid line near the condensing unit.

If there is already a dehydrator in the system, recharge it.

45—Prevent Moisture from Entering The System

Always do everything to *prevent moisture from entering the system.* Moisture is present in the air and is attracted by cold surfaces. Just as moisture condenses on the outside of a cold pitcher, it will also condense on the inside of a cold evaporator or refrigerant line left exposed to the air.

When a service operator opens a refrigerant line or coil he should always be careful to keep moisture out, and then purge and close it up as soon as possible.

Moisture can also contaminate refrigerant and oil cans when carelessly handled.

46—Causes of Most Service Calls

In this series of instructive articles, it is shown that 95% of all commercial service calls are the result of:

1. Suction pressure too low.
2. Head pressure too high.
3. Shortage of refrigerant.
4. Moisture in the system.

It is also shown that diagnosis and correction of these conditions is easy when we follow:

47—Seven Simple Steps to the Proper Diagnosis of Service Calls

1. Check fixture temperature,
2. Check products stored,
3. Install compound gauge and check suction pressure,
4. Install pressure gauge and check head pressure,
5. Check condensing medium temperature,
6. Check pulley size,
7. Check refrigerant supply.

MUELLER BRASS CO. TESTING MANIFOLD
A Handy Tool for the Serviceman

The Mueller Brass Co. Testing Manifold is a service tool. It enables a service man to quickly install pressure gauges to diagnose trouble, and facilitates charging, purging, adding oil, etc.

This device allows the service man to watch the pressure gauges during charging and purging. It saves considerable time on almost any service work that must be done on the compressor.

DIRECTIONS FOR USE

1. To Observe Operating Pressures
Valve A—Closed Valve C—Back Seat Cracked Open
Valve B—Closed Valve D—Back Seat Cracked Open

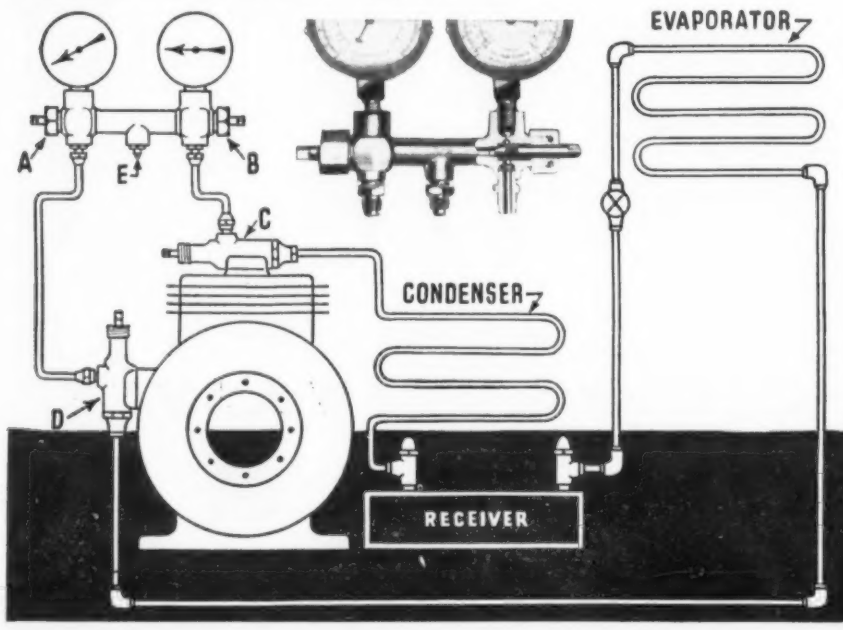
2. To Charge Refrigerant Through Compressor
Connect Refrigerant Drum to E
Valve A—Open Valve C—Back Seat Cracked Open
Valve B—Closed Valve D—Closed—Front Seated

3. To Purge Receiver
Connect Purge Line to E
Valve A—Closed Valve B—Open
Valve C—Back Seat Cracked Open

4. To Charge Liquid Into High Side
Connect Refrigerant Drum to E
Valve A—Closed Valve B—Open
Valve C—Mid Position

5. To Build Up Pressure in Low Side for Control Setting or to Test for Leaks
Seal E with Seal Cap
Valve A—Open Valve C—Back Seat Cracked Open
Valve B—Open Valve D—Mid Position

6. To Charge Oil Through Compressor
Connect Oil Supply to E
Valve A—Open Valve C—Open—Back Seated
Valve B—Closed Valve D—Closed—Front Seated



MUELLER BRASS CO.
PORT HURON, MICHIGAN

Specify **CHICAGO**
SHAFT SEALS **VALVE PLATES**

With Self-Adjusting Sleevelock.

Only Chicago valve plates have replaceable seats.
MODERN DESIGN
CHICAGO SEAL CO.
20 NORTH WACKER DRIVE • CHICAGO 6, ILL.

'Tasting Samples' and Self-Service Counters Feature Supermarket's Frozen Food Section

Store Plans Sub-Zero Cooler With 300-Case Capacity

ST. LOUIS—Food-shopping housewives are encouraged to try frozen foods through tasting samples provided by a white-uniformed demonstrator in the new frozen-foods department at the Bettendorf Hampton Village Market here.

Joe Bettendorf, young supermarket operator, who has incorporated a long list of advanced merchandising features in this suburban St. Louis super store, contends that there is one element in frozen foods merchandising which needs special attention. This is the danger that the housewife may freeze, thaw, or cook them improperly, and in this way build up a certain resistance to them, as well as to the use of home freezing lockers or locker plant renting.

"It's up to the retailer to educate his customers on every aspect of frozen foods," he explained, "and once this is done, the road is wide open."

The Hampton Village Market recently set up one of the country's largest frozen foods operations in the rear section of the store—as a direct result of customer demands which swamped ordinary frosted food cases previously installed near the meat market.

Formerly, two standard distributor's cases were used, and not much emphasis was placed on fresh-frozen vegetables, fruits, fish, and poultry. However, when it became necessary to stock the two cases half a dozen times a day, the management cleared off a long, narrow space against the rear wall, and cooperating with a frozen foods distributor, the George Lytle, Inc., organization, set up a department eight times the former size.

DESIGN OF DEPARTMENT

This, as pictured, consists of a row of six Birdseye Frosted Food selling cases, which are fitted with non-condensing plastic lids, which occupies 80 feet of space. Over the self-service cases is a 60-foot blue-and-white neon sign, 8 feet above the floor, which carries the name "Birdseye" in huge letters 2½ feet high. This alone is sufficient to bring in curious visitors, according to Mr. Bettendorf.

The department is entirely self-service, except for the frozen fish fillet, poultry, and specialty section which displays packages sold entirely by weight. A wrapping stand is provided at the left end of the row of cases, for wrapping, weighing, and price marking before the purchase reaches the standard supermarket checkout stands at the front of the market.

Sales volume since the department was completed the first of May has amounted to well over $350 per day on Birdseye Frosted Foods from one supplier, and somewhat less on another brand from another distributor. This is attributed entirely to good department promotion.

"On the theory that there are still thousands of housewives who have never handled a frozen food package, we have taken steps to introduce them in a logical manner," it was indicated. "First, to give an idea of what the frosted product looks like, we open up one sample carton of each food product in each case, and display it so that the prospective customer can actually see the contents—rather than merely a frosted-over carton. This encourages questioning and a desire to buy.

WHAT DEMONSTRATOR DOES

"Second, we have made arrangements with our distributor to supply a lady demonstrator, Miss Olive Kline, who spends each Friday and Saturday on duty in the store, to serve cooked foods, answer questions, and to educate people to basic frozen foods facts. She arrives early each morning, cooks up a variety of frozen foods in our regular delicatessen department kitchen, and serves them through the selling hours.

"The list includes everything from spinach to frozen biscuit doughs, with enough variety that prospective customers can quickly see their possibilities. Such sampling costs only a few dollars per day, but does a tremendous amount of good toward converting hesitant housewives into well-sold frozen food customers. Miss Kline answers hundreds of questions, distributes literature provided by our suppliers and food manufacturers, and thus is the real connecting link between interest and sales.

"The third thing we have done is to advertise quick-frozen doughs aggressively during the bread shortage. We feature two-pound frozen packages of bread dough, dough for rolls, biscuits, pie crusts, and complete frozen pies—all of which are of major interest to housewives today.

"We devote one complete case to these products, and as a result, are averaging the sale of 350 to 500 two-pound bread dough packages per week, as well as almost as many roll dough cartons. Many customers who might otherwise have no interest in frozen foods have been converted through tasting hot rolls produced from frozen dough on Friday or Saturday."

The Bettendorf store is advertising frozen foods in separated divisions of standard grocery newspaper promotion, using weekly journals which show top circulation in surrounding residential sections. In each advertisement, from 10 to 15 frozen foods are described, inviting the housewife to experiment with rounding out the meal with them, or serving complete frozen food dinners or luncheons. This systematic promotion is getting results, particularly in the small-family market which abounds in South St. Louis.

Additional facilities are being installed as fast as Mr. Bettendorf can obtain the necessary equipment. First on the list is a large-capacity walk-in cooler, operating at from 0° to -10°, which will make possible an inventory of 300 cases of frozen foods at all times. The system at present has been merely rush deliveries four times a week by suppliers, all of the stock on hand immediately going into the self-service cases. This has resulted in sell-outs and other embarrassments, which must be overcome as soon as possible.

Such holding room facilities will also make possible stocking two price ranges of ice cream for custom market and general consumers, a line of pre-cooked foods to be sold in connection with Bettendorf's delicatessen department, and vastly enlarged frozen bakery goods selection.

Frozen Foods Department Worthy of the Name



This is the self-service frozen food section in the Bettendorf Hampton Village supermarket. There is 80 feet of low temperature case used.

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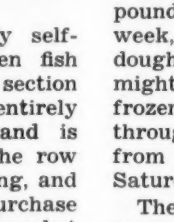


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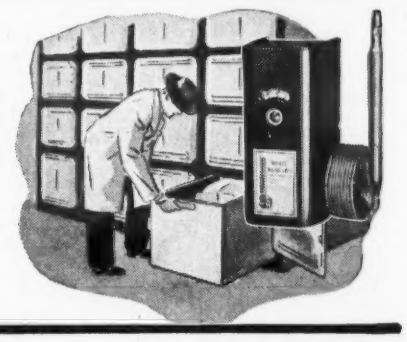
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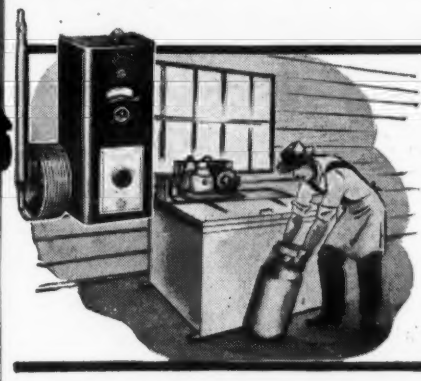
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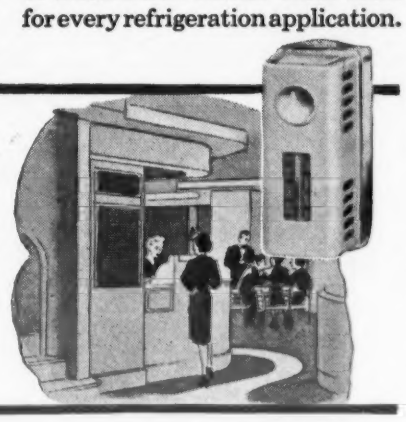
Whenever the maintenance of accurate temperature control is required for food preservation, White-Rodgers Hydraulic-Action controls always should be specified. Once installed, they safely can be forgotten.

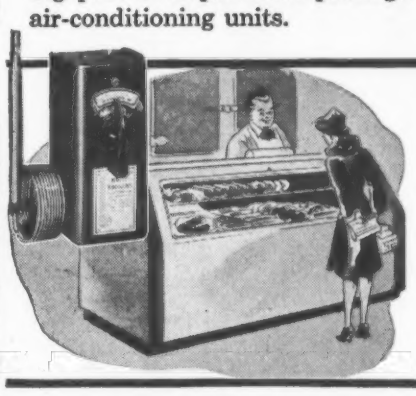




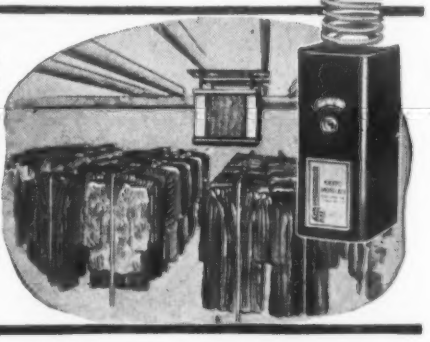
Purity and safety of food products from the farm to the consumer are under the constant supervision of White-Rodgers temperature controls. Simplicity of installation makes them ideal for every refrigeration application.

Keeping the public satisfied is important to stores and shops. Modern stores know that comfort plays a big part in customers' satisfaction and keeps them lingering to buy more. White-Rodgers controls play a big part in dependable package air-conditioning units.

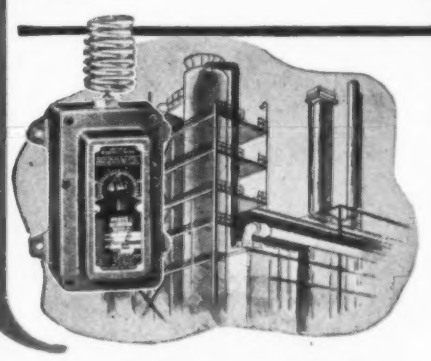




Tempting, appetizing displays of food products, while keeping them under proper refrigeration is a job for which White-Rodgers temperature and pressure controls are ideally suited. Remote-bulb types permit installation of the control out of the customer's view.



For space-cooling requirements, White-Rodgers Hydraulic-Action space thermostats provide unusually close control of temperature within any desired range. Self-contained types with coiled element and remote-bulb types with eight-foot capillary are standard models.

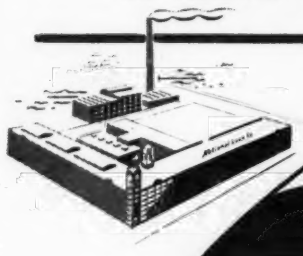


Where hazardous locations such as flour mills, munitions plants, refineries and the like require accurate temperature control, White-Rodgers provides an explosion-proof control to give the same positive dependability under these conditions.

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Commercial Outlet Finds Booming Market For Custom-Built Refrigerated Truck Bodies

Veterans Entering Field Of Frozen Food Sales Are Buying Units

DETROIT — Returning veterans who are looking to the retail distribution of frozen foods as a sound business venture are now obtaining refrigerated truck bodies from Refrigeration Sales Corp., according to John R. (Johnny) Miller, president of the commercial refrigeration contracting organization.

The manufacture of refrigerated truck bodies was begun late last year, as a natural outgrowth of the company's activities in supplying compressors and cold plates to the truck refrigeration field.

'Step-Down' Bodies Prove Popular

Typical of many specialized refrigerated truck bodies now moving through the company's shops is a "step-down" truck, of the type normally used for delivery of milk. This vehicle is being insulated with 5 in. of Fiberglas and equipped with refrigerator doors. The interior is sheet metal, welded into a single unit to prevent condensation. The truck is arranged so the cargo of frozen foods is easily accessible from both the driver's compartment, and the rear of the body.



Indicative of the various types of refrigerated truck bodies which are built by Refrigeration Sales Corp., Detroit commercial refrigeration contractor, are the two shown above. In front of the sausage truck is a little ice cream truck for retail sales. The firm is also producing custom-built truck bodies for retail frozen food dealers.

Because of the present shortage of cold plates and eutectic plates, this truck is equipped for dry ice refrigeration. Provision is made, however, for the installation of refrigerated plates behind baffles, when the plates are available.

The plates will be refrigerated by a ¾-hp. compressor mounted in the driver's compartment of the truck, which will be connected to a standard electrical outlet in the garage at night. This is said to generate sufficient refrigeration capacity at 0° F. to operate the truck the next day, in the hottest weather.

Ideally Adapted for House-to-House Sales

Trucks of this type have been found to be ideally adapted to the house-to-house distribution of frozen foods, because of their suitable capacity, accessibility of cargo, and ease with which the driver can handle the truck and get in and out.

For a number of years Refrigeration Sales Corp. has been a large distributor of Frigidaire commercial refrigeration equipment, and has also carried a full line of major appliances in the company's fine showroom on Grand River Avenue, a major thoroughfare leading to the residential Northwest side of Detroit.

Mr. Miller explained that the recent expansion in the building of refrigerated custom truck bodies was motivated by the great demand for refrigerated trucks, and because the average truck body company lacked experience in refrigeration engineering.

Flood of Orders Indicates Real Demand

"The flood of orders we have had since we opened the department just a few months ago, indicates there is a real demand for this type of service," Mr. Miller explained.

The company's first work on refrigerated trucks was major repairs made for local distributors of meats and sausage. The demand for this type of work was quickly followed with orders for the construction of a number of sausage trucks, usually held at temperatures ranging from 35° F. to 45° F. This work led to the construction of low temperature trucks for ice cream manufacturers and small low-temperature vehicles used for the retail distribution of ice cream bars of various types. The special truck constructed for the house-to-house distribution of frozen foods is the latest type built and equipped by the company.

The current trend in refrigerated truck bodies is to have the compressor mounted on the truck itself, unless the operator has a large fleet of trucks which are all refrigerated from a single "master" compressor at night.

When a small number of trucks are involved, the use of single compressors, each connected to an electrical outlet at night, has been found to be most satisfactory. These machines range from ¾-hp. to 1-hp. in size. At the present time Refrigeration Sales Corp. is installing Frigidaire air-cooled machines for this purpose.

Conversion Job

Indicating that returning veterans are taking advantage of their rights to purchase and utilize salvage government equipment, Refrigeration Sales Corp. is now converting a large truck to refrigeration service that is clearly marked, "Defense Plants Corp." This vehicle, recently purchased by the owner from D. P. C. is being insulated and equipped with

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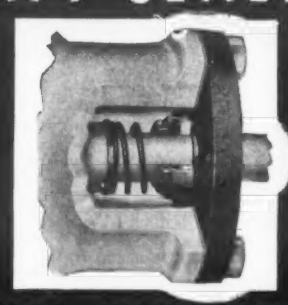
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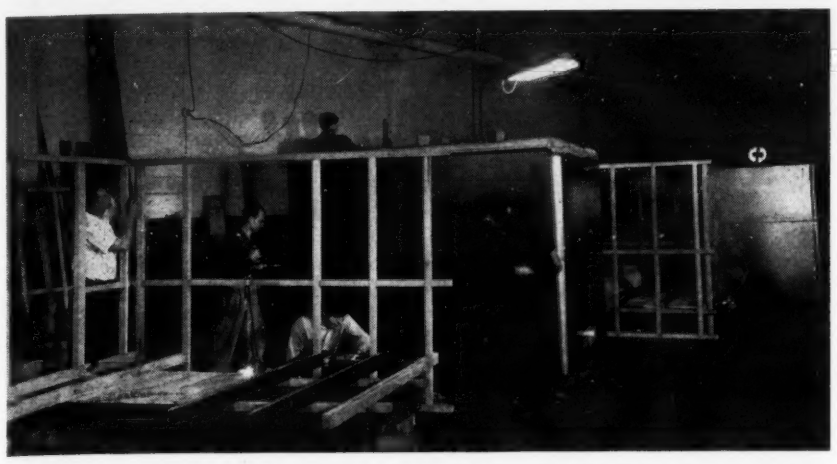
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Much Skill Goes Into These Truck Bodies



Skilled carpenters and cabinet makers are employed by Refrigeration Sales Corp. for the construction of special refrigerated truck bodies. Metal interior linings are welded to prevent condensation in the insulated wood framework. Fiberglas insulation is used.

* * *

Truck Body Business Is Expanding Rapidly

(Concluded from preceding page)

direct expansion refrigeration.

Along with refrigerated truck bodies, the company continues to manufacture standard reach-in and walk-in coolers, under the trade name, "Resco." Specialized commercial refrigeration boxes are built from time to time, many custom-built from stainless steel. These include such units as sea-food coolers, fish boxes, mortuary boxes, wine coolers, and other special equipment.

Business of the company is expanding so rapidly that a new factory building with showroom and offices is now under construction on Eight Mile Road, Detroit. Here manufacturing facilities of the company will be greatly enlarged, but real production will have to await better delivery schedules of trucks. Mr. Miller stated that having the truck chassis available on time is always a problem in the body building business, but this problem is aggravated by present demands upon the automobile industry.

Sales of Resco refrigerated truck bodies are being handled by Charles Fitzgerald, veteran household refrigerator salesman, who is well known in Detroit refrigeration circles. "Charlie" reports that for the first time in his many years of selling refrigeration, that selling refrigerated truck bodies is something like, "shooting fish in a barrel."

Curbs Dropped on Use Of Rubber In V-Belts

WASHINGTON, D. C. — Natural rubber may now be used in V-belts as desired, in comparison with the previous allowance of 12 to 18%, W. James Sears, director of the Civilian Production Administration rubber division has announced.

This change is part of a move by CPA to alleviate the demand for general purpose synthetic rubber by making an additional 12,000 long tons of natural rubber available to industry during the second half of 1946, Mr. Sears said.

This natural rubber will be allocated at the rate of 2,000 tons per month for use in other than transportation items, he said.

The percentage of natural rubber permitted has been increased in a substantial number of rubber products, and quite a few articles previously limited to synthetic rubber may now use a specified amount of natural rubber, he added.

Because grain and molasses are being used to avert starvation in other countries, they are not available as raw materials to produce industrial alcohol. To make synthetic rubber, industrial alcohol is converted to butadiene, Mr. Sears explained.

"Plants making butadiene from petroleum are being operated at maximum capacity and will continue at this rate for many months to come," he declared.

Hartman Gets Graybar Post In Jacksonville

CINCINNATI — Appointment of Lester J. Hartman as merchandise manager for the Graybar Electric houses, Jacksonville, Fla., distributor for the Crosley Corp., has been announced by L. G. Fields, district manager. Mr. Hartman was previously manager of Graybar's lamp and lighting division in Florida.

Prior to his affiliation with Graybar he was connected with the General Electric Contracts Corp.

$100,000 Building Planned By Appliance Outlet

JACKSONVILLE, Fla.—Construction of a $100,000 one-story building on the southeast corner of Fourth and Clark Sts. in Springfield to contain the offices, display rooms, and warehouse of Major Appliances, Inc., is planned, according to J. C. Ammons, branch manager of the firm.

Manager Ammons said the building should be ready in September.

Oil-Heat Institute Maps Campaign for Sales In New Homes; Plans 1947 Meeting In Spring

NEW YORK CITY—The regular quarterly meeting of the board of directors, Oil-Heat Institute of America, was held here recently, with S. H. Shipley, president of York-Shipley and vice president of the Institute, presiding in the absence of W. A. Matheson, president.

Managing Director A. E. Hess, reported for the president on the activities of the recently formed Joint Oil Heating Committee on Veterans' Homes. The board requested the O.H.I. Planning Committee to start considerations at once on means of cooperation with the Committee on Housing to assure oil heating a fair share of the new homes business. The managing director also advised the continuation of the Washington office, for the remainder of this fiscal year as a minimum, and the board approved.

The board voted unanimously to hold a 1947 convention and exposition in the spring. Because there has been no midwest convention since 1945 the board favored Chicago as the location, if suitable show quarters and hotel accommodations can be arranged.

However, C. F. Curtin, secretary and treasurer of O.H.I., reported that information which he has received makes it doubtful that Chicago can accommodate the convention and show. The board then authorized the headquarters staff to proceed with arrangements at Boston, which city wants the convention, immediately it is finally determined that Chicago cannot provide facilities.

The resignations of J. H. Van Sciver, president of Bethlehem Foundry & Machine Co. and Alexis Doster, formerly of The Torrington Mfg. Co., as members of the board, were accepted with regret. Clarence Dieter, of Bethlehem, was elected to the board and executive committee to replace Mr. Van Sciver. C. L. Hastings, vice president of Rochester Mfg. Co., was elected to the board to replace Mr. Doster.

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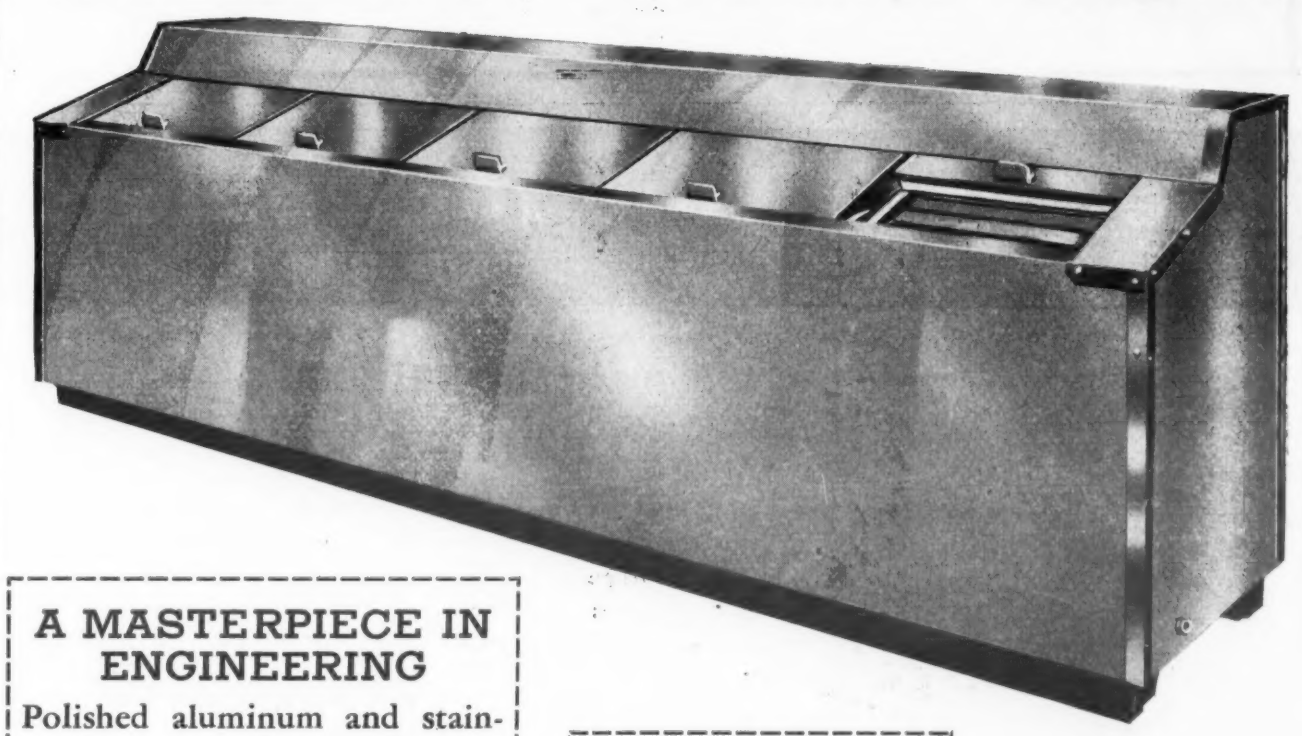
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GENERAL ELECTRIC

Thermometer To Read 'Sol-Air' Temperature Aimed at Improving Load Calculations

MONTREAL, Que., Canada—Another milestone in the program of the American Society of Heating & Ventilating Engineers to establish more exact methods of calculating loads for summer air conditioning was marked by the presentation of a paper at the society's recent summer meeting here describing a thermometer which measures "sol-air" temperature.

The instrument was developed, and the paper presented, by Prof. C. O. Mackey and Prof. L. T. Wright, Jr., of Cornell University, who have been conducting research on the general subject of sun effect on cooling loads as part of a broad study sponsored by the A.S.H.V.E.

"Briefly, the sol-air temperature combines the effects of air temperature in the shade, solar radiation incident upon a building surface or net radiation emitted by that surface to a cold sky, absorptivity of the surface, and wind movement," explains Prof. Mackey.

It is the hope of Prof. Mackey that this new thermometer, or one similar to it in principle, can be used ultimately by the air conditioning contractor to determine the load resulting from solar radiation. He also believes that the U. S. Weather Bureau should collect such data for use in air conditioning load calculations.

At present, admits Prof. Mackey, the formulas employed in determining sol-air design temperatures

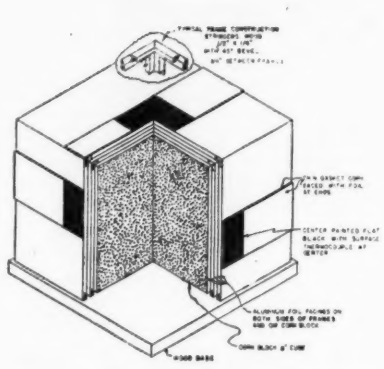


Fig. 1. Details of the construction of the "sol-air" thermometer described in the accompanying article.

* * *

would involve considerable work on the part of the average contractor if he wishes to use them, so Prof. Mackey intends in the near future to offer the data either in the form of a simple formula or in tables for various sections of the country.

Within the past two years Prof. Mackey and others have prepared tables which show sol-air temperatures over a 24-hour period during the months of June, July, August, and September in both New York City and Lincoln, Neb. Similar data for a few other cities would give typical sol-air readings for most of the country, he believes.

Although the Weather Bureau does take some readings, "there are many gaps in the available information," said Prof. Mackey. "Temperatures of the air in the shade are measured hourly; at some stations, the intensity of total solar and sky radiation incident upon the horizontal is measured; wind movement is measured.

"Intensities of total solar and sky radiation incident upon vertical surfaces of various orientations are not measured; radiant heat exchange with the cold sky at night is not measured; there is no attempt, of course, to measure solar absorptivities or film coefficients of convective heat transfer of various surfaces," he points out. "Lacking such data, there is an obvious need for a meter which will measure, directly, the sol-air temperature day or night."

The thermometer itself is constructed in the form of a cube. In the center, resting on the base, is an 8 in. cube of cork, the horizontal and four vertical faces of which are covered with aluminum foil. Four additional sheets of aluminum foil are attached to the cube so as to provide ¼ in. air space between each sheet.

"In this way," explains Prof. Mackey, "considerable thermal resistance is placed in the path of heat flow between exterior faces of the instrument. This puts each exterior face of the meter in heat exchange relationship with its exterior surroundings only. With this arrangement, the exterior faces of the meter will assume and maintain their respective sol-air temperatures."

The temperatures registered by this meter do not actually represent the temperatures assumed by a building since the building walls conduct heat away from the surface, he emphasizes. Rather, the temperatures recorded by the sol-air thermometer are "very close to the true sol-air temperature," according to Prof. Mackey.

One important principle of design in this meter is that the surface should possess a low heat capacity so that the surface temperature will promptly react to changes in solar radiation, air movement, or air temperature. Strips of thin gasket cork, which has extremely low volumetric heat capacity, were affixed to the aluminum foil on the four vertical faces and on the top face.

"A thermocouple of No. 36 copper and constantan wires was imbedded in each cork strip and the leads were carried in this cork for about 2 in.," he explained. "Five leads were then carried to a selector switch from the cork. A copper constantan couple to measure air temperature was hung below the instrument in the shade of the base and leads from this couple were also carried to the selector switch. In this way six temperatures may be measured with a potentiometer.

"In this first instrument, a small square of the cork containing the imbedded thermocouple was painted with two coats of No. 42 Sherwin-Williams black paint which has an absorptivity approaching unity. Sol-air temperatures measured by this instrument are, therefore, the sol-air temperature of surfaces with an absorptivity of substantially 1.0," said Prof Mackey.

"One of the features of this instrument, however, is that the sol-air temperatures for surfaces of different solar absorptivities may be found without actually determining these absorptivities. Thin slices of the materials in question may be affixed to the external foil and the thermocouples imbedded in these surfaces; the temperature assumed is then the sol-air temperature of that particular surface under the existing external conditions.

"Thus thin slices of wood may be painted different colors and a thermocouple imbedded in each different patch will record a sol-air temperature for a wood surface painted with that color; thin slices of brick or mortar may be similarly attached; thin slices of roofing materials may also be investigated in the same manner.

"This procedure also gives a method of determining solar absorptivities by proper comparison of the sol-air temperature of any surface with the sol-air temperature of a black surface of the same orientation; the air temperature is the only other variable that must be measured for this purpose."

Prof. Mackey included in his paper data collected on daytime and night radiation through use of the new meter on the Cornell campus at Ithaca, N. Y. The daytime readings, shown in Table 1, were made on Oct. 11, 1945. In Table 2 are shown readings taken on the night of Oct. 22, 1945 in Ithaca, N. Y. The latter figures give an indication of the exactitude with which night-time changes in heating or cooling loads due to radiation may be calculated.

Table 1—Top and Side Temperatures of Sol-Air Thermometer on Oct. 11, 1945, Ithaca, N. Y.

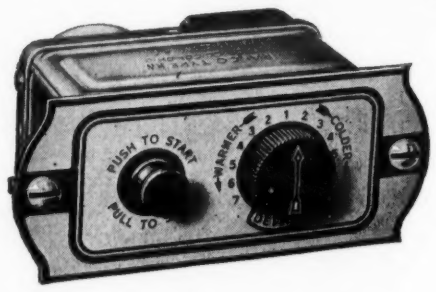
Eastern Standard Time	Air Temperature in Shade °F.	—Observed Sol-Air Temperatures for Solar— Absorptivity of 1.0, °F.— Horizontal Surface	Vertical Surface Facing — North	East	South	West
11:30 a.m.	50	95	61	66	108	59
11:45 a.m.	49	89	58	65	109	55
12:00 noon	50	92	61	63	112	57
12:15 p.m.	52	97	64	63	121	66
12:30 p.m.	50	88	61	59	115	66
12:45 p.m.	52	92	62	59	112	73
1:00 p.m.	51	87	61	61	110	78
1:15 p.m.	52	90	61	56	109	82
1:30 p.m.	51	88	60	57	105	84
1:45 p.m.	53	94	66	65	111	94
2:00 p.m.	54	88	66	61	102	92
2:15 p.m.	53	86	63	61	106	96
2:30 p.m.	53	82	62	61	102	97
2:45 p.m.	54	79	63	61	98	97
3:00 p.m.	53	76	62	59	94	101
3:15 p.m.	55	76	62	61	93	107
3:30 p.m.	57	74	62	61	91	101
*3:45 p.m.	56	56	56	56	57	62

*Sun went under a cloud at this time.

Table 2—Temperatures Night of Oct. 22, 1945, at Ithaca

Eastern Standard Time	Air Temperature in Shade °F.	—Observed Sol-Air Temperatures for Emissivity of 1.0, °F.— Horizontal Surface	Vertical Surface Facing — North	East	South	West
12:30 a.m.	42	33	38	39	39	39
12:45 a.m.	42	32	37	38	38	38
1:00 a.m.	42	31	36	37	37	37

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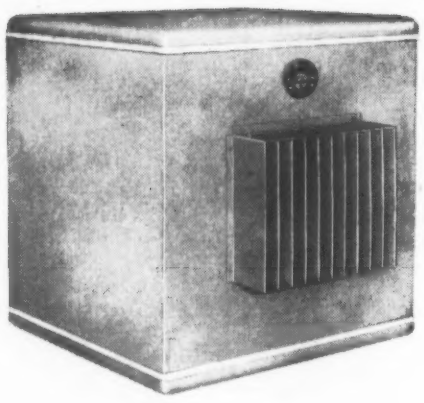
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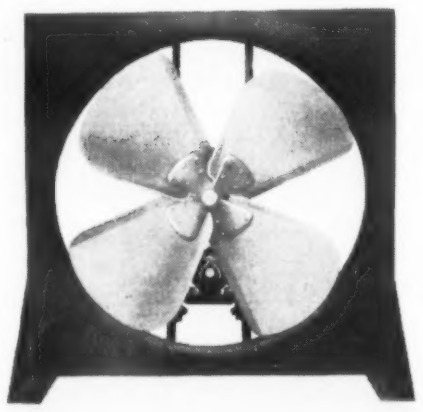
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OFF THE CHEST

A Citizen Speaks

Chicago, Ill.

Editor:

"Government is a trust and the officers of the Government are trustees and both the trust and the trustees are created for the benefit of the people."—HENRY CLAY.

Why have we drifted away in principle from the above famous quotation? I believe this came about because of the lack of interest by the people in the affairs of their government. Further, they were influenced by promises not kept and voted for men in high offices repeatedly who were not deserving of such an honor. Now there is a growing concern among our people about the lack of high morale in government offices. The people who trusted their government officers are commencing to wonder what is happening to our economic situation. There is no doubt that a large percentage of our citizens are fed up with the idea of being shackled with too many laws and regulations. What we need are fewer laws that the people can understand, the kind of laws that are good for the country, the kind that can be respected and enforced.

Our Congressmen spend too much time creating more laws. Their time would be better spent if they would weed out the unnecessary laws, as this country is now top heavy with regulations.

We have had 13 years of domination by thousands of bureaucratic officials. Some of these were necessary during the war but we were told they would be disposed with at its cessation. Why was the promise not kept? Could it be to keep a big bureaucratic voting machine in power? It is high time that our country was restored to the people to bring back real Americanism so that the people can run their business without continual political interferences.

When a member of Congress dares to speak the truth they make a target of him. Take the recent Taft Amendment. This would restore profits again to a reasonable basis, creating more investment capital and in turn create more jobs and wages. Such increased productivity is necessary for our country. Deprive investors of a reasonable return and you create stagnation and unemployment.

A commentator on the radio recently said "Did Truman make a target of Taft because he fears him in 1948?" That makes me wonder. Do they fear a man who understands the free enterprise system, who is an expert on financial matters, who knows the problems of labor and government, who is honest, an able administrator, and has the courage of his convictions? I say let's have more men of his caliber in Washington.

The OPA as operated in the past could be considered a failure as it was too cumbersome, had too much red tape—took too long to arrive at decisions. No doubt it was greatly responsible for retarding production. A limited OPA to cushion the period until full production is in swing on rent and scarce essential items only, no doubt, is necessary, but it should be in a position to make immediate decisions and it should not be necessary for local offices to refer cases to Washington for opinions.

A full price control as in the past is unnecessary for supply and demand will take care of any items not under control. Some prices will go up for a while, but they will soon come down as production goes up or as people refuse to buy. It is inevitable that we pass through a period of adjustment, after a war or economic up-set. It is like a person who needs an operation. Fear of the operation makes him put it off. The sooner he has the operation, the sooner his recovery and delaying the operation may cause more complications later. People should be patient until prices seek their proper levels through competition. Every time we have a strike or demand for increased pay it not only disturbs our economy but raises prices and in turn people have to pay more for everything they need. It is a vicious circle and if carried too far will cause a calamity.

I have cited the OPA as an example as a case of too much law. There were so many regulations that it became too unwieldy to handle and created a black market just the same as prohibition created the boot-legger. If the labor unions are to survive, the members of every union in this country must get up the courage and eliminate the radical element which has penetrated their unions. I am sure most business men are in favor of unions providing they are operated on a clean business basis. Good business men recognize the fact that labor is not a commodity but an essential factor in industry. All men cannot be leaders, but each one is an essential part of the whole. As a youth I worked 10 hours per day, six days per week. As time went on we worked five hours on Saturday and now we have the 40 hour week. That is as it should be. Man does need some relaxation and he is a better worker for it.

There are some unscrupulous men in business, a minority group, who at times give business in general a black eye. They should be brought in line or exposed to the public.

Another thing, if Communists do not like our form of government why do we tolerate them? Why not at least stop their propaganda or deport them. Are we permitted to send our people to any country run by a dictator to spread propaganda in favor of democracy? NO!

Because of world political and financial instability our country should be put on a stable basis first. A corporation is only as strong as its financial position and the same applies to a country. Unless we put our house in order first, how can we assist other nations or set an example of democracy in action to the rest of the world. Free enterprise, working hand in hand with labor, with a co-operative government will restore our country back to the basis it was founded upon. With such a combination our nation will rise to greater heights and set an example to the rest of the world.

Another thing we must not overlook is our Supreme Court. It should be made to function as it was originally intended, for the people and not for the politicians. Men should not be appointed to the Supreme Court because of party affiliations. Only men with a vast judicial knowledge and experience who can interpret the laws as enacted and who have unbiased opinions should be eligible for such high offices.

President Coolidge followed the spending regime of President Wilson and greatly reduced our debt. We need another man in the White House similar to Coolidge, a man who knows what the word "economics" means and also knows the value of an American dollar, who can cope with the national debt and one who can rouse civic spirit and restore the heritage which we are losing.

It is the duty of every citizen to examine the record of every candidate to find out if they are intelligent enough to represent us and if they are loyal to our American principles. Too many Congressmen vote for party decisions instead of what is best for our country and they should be eliminated from office when they come up for re-election.

We need men in our government that are Americans in every sense of the word. As a citizen I am greatly concerned about the destiny of our country and every citizen of our great nation should do some serious thinking before it is too late. A large number of our citizens are already aware of the danger confronting us and it behooves them to wake up those who are today indifferent to the trend away from democracy.

I hope more people will speak up, a sufficiently large number, to rouse the country out of its present lethargy.

CHAS. MULLER

Finest Editorials

Service Appliance Co., Inc.
Bristol, Va.-Tenn.

Editor:

Your May 27 issue of REFRIGERATION NEWS carried one of the finest editorials I have currently read on the labor situation in the country.

I am most anxious to get a few of these copies in the hands of friends, and would appreciate hearing from you, whether it would be possible to procure about 15 copies of George F. Taubeneck's article.

CHAS. W. SCHLIPF

Expresses His Feelings

I. W. Hardy & Co.
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Editor:

Please send us about 25 reprints of your editorial, "What's the Matter with America?" which appeared in the May 27 issue of your paper.

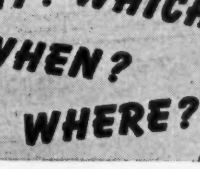
We might say that said editorial expresses our feelings 100%. If more editors were like you, this country would be in much better shape.

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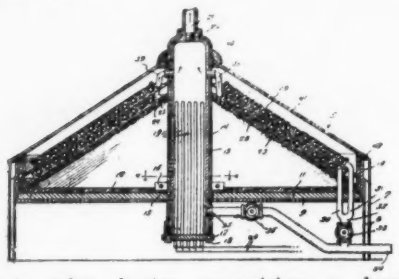
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PATENTS

Week of June 18 (Continued)

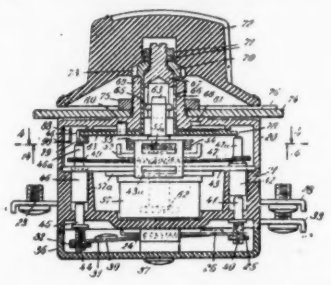
2,402,326. SOLAR HEATER. William J. Harkness, Miami, Fla. Application Sept. 22, 1944, Serial No. 555,308. 1 Claim. (Cl. 126—271.)



A solar heater comprising a base structure, a frusto-conical-shaped support on the base structure, said frusto-conical-shaped support being formed with a spiral grooveway on its upper surface, a water heating tube disposed in said grooveway, a water receiver extending upwardly through the top of the frusto-conical-shaped support, to which the upper end of the tube is connected, a water supply pipe having a connection to the lower end of the tube, an outlet pipe on the upper end of the water receiver, and a glass cover of frusto-conical shape disposed over the said frusto-conical-shaped support and tube.

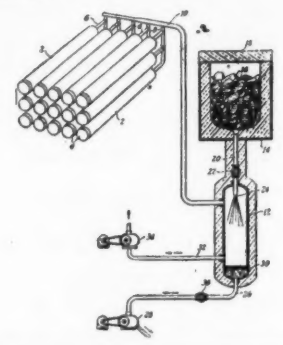
2,402,354. TEMPERATURE REGULATOR FOR ELECTRICAL APPLIANCES. Benson F. Waddell, Newark, N. J., assignor to The Wilcolator Co., Newark, N. J., a corporation of Delaware. Application Sept. 2, 1939, Serial No. 293,170. 15 Claims. (Cl. 219—20.)

1. In an electrical switching mechanism, the combination of two switches for controlling two heaters, thermo-responsive mechanism for controlling the switches including an element responsive to temperature changes, a handle for adjusting said mechanism to different temperature settings, means operable on rotation of the handle from an off position to a predetermined intermediate temperature setting position to cause both switches to close, means responsive to opening of one switch upon thermostatic operation of said mechanism for locking the switch in its open position out of the influence of



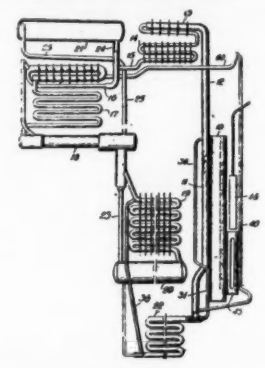
said mechanism while the other switch remains under control of the mechanism, and means operable on rotation of the handle beyond said intermediate temperature setting position to lock said last switch in its open position out of the influence of said mechanism while the first switch is under control of the mechanism.

2,402,401. METHOD AND APPARATUS FOR DEHYDRATING IN THE FROZEN STATE. Kenneth C. D. Hickman, Rochester, N. Y., assignor to Distillation Products, Inc., Rochester, N. Y., a corporation of Delaware. Application June 25, 1942, Serial No. 448,407. 4 Claims. (Cl. 34—5.)



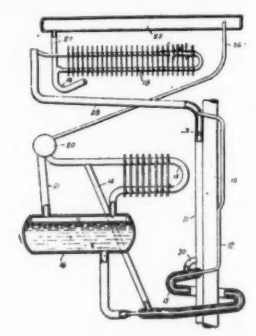
2. The process of dehydrating an organic water-containing material which is in the frozen state and which is in a closed system which process comprises evacuating the closed system to a pressure below 4 mm. of mercury, introducing a cold aqueous solution obtained by mixing ice with salt into the closed system but not in contact with the frozen material being dehydrated so that that the introduced cold aqueous solution and the evolved water vapors are brought into contact with each other at below 4 mm. of mercury and removing spent aqueous solution containing the absorbed water vapor from the closed evacuated system.

2,402,413. ABSORPTION REFRIGERATING APPARATUS. Wilhelm Georg Kogel, Stockholm, Sweden. Application July 4, 1942, Serial No. 449,761. In Sweden May 28, 1941. 21 Claims. (Cl. 62—119.5.)



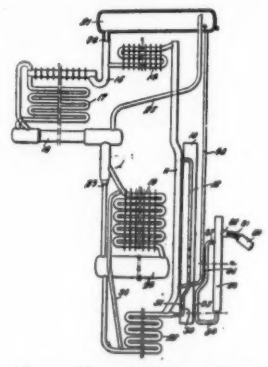
17. An absorption refrigeration system as set forth in claim 15 in which said device for causing descent of liquid level in the boiler is a vapor lift pipe connected to receive liquid from said boiler and deliver the liquid into said evaporator.

2,402,414. REFRIGERATION. Wilhelm Georg Kogel, Stockholm, Sweden. Application Aug. 25, 1942, Serial No. 455,983. In Sweden Aug. 27, 1941. 13 Claims. (Cl. 62—119.5.)



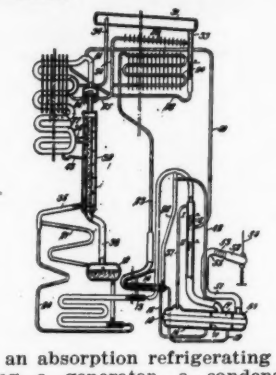
1. In an absorption type refrigerating system, an upright heating flue, and a circuit for absorption liquid including a generator vessel having a wall in heat transfer relation with said flue, an absorber, and a heat operated vapor lift conduit separate from and outside of said generator and having a heat receiving and vapor forming part which is in heat transfer relation with said flue and arranged in said circuit to receive liquid from said absorber and deliver liquid to said generator, the heat transfer relation between said generator and flue being at least in part at an elevation below that of said part of said vapor lift conduit.

2,402,415. ABSORPTION REFRIGERATING APPARATUS. Wilhelm Georg Kogel and Nils Erik Widell, Stockholm, Sweden. Application Feb. 10, 1943, Serial No. 475,334. In Sweden Feb. 12, 1942. 10 Claims. (Cl. 62—5.)



7. An absorption refrigerating system including a generator, a condenser, an evaporator, and an absorber, a refrigerant circuit including said generator, said condenser, said evaporator, and said absorber, a first solution circuit including said generator and said absorber, a vapor lift pump in said first solution circuit for lifting absorption solution to a point from whence said solution flows by gravity to said absorber, a second solution circuit including said generator and said evaporator, a second vapor lift pump for lifting hot absorption solution from said second solution circuit to a point from whence said hot absorption solution flows by gravity into said evaporator, and a secondary heat transfer system associated with said generator for heating said second vapor lift pump.

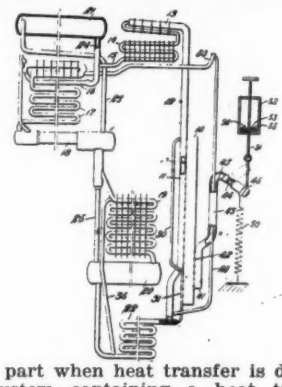
2,402,416. REFRIGERATION. Wilhelm Georg Kogel, Stockholm, Sweden. Application Aug. 26, 1943, Serial No. 500,031. In Sweden May 19, 1943. 5 Claims. (Cl. 62—119.5.)



1. In an absorption refrigerating system including a generator, a condenser, an evaporator, and an absorber, said generator including a substantially horizontally arranged vessel, a stand pipe, and a vapor lift pump for lifting absorption liquid from the vessel into said stand pipe from whence said liquid flows by gravity into said absorber, a conduit having one end connected to said stand pipe below a normal liquid level therein and having its opposite end connected to said evaporator, and means for lowering the normal liquid level in said stand pipe whereby flow of absorption liquid from said stand pipe to said absorber is stopped and flow of vapor from said stand pipe to said evaporator is commenced.

2,402,417. REFRIGERATION. Wilhelm Georg Kogel and Nils Erik Widell, Stockholm, Sweden. Application Dec. 1, 1943, Serial No. 512,466. In Sweden Jan. 14, 1943. 7 Claims. (Cl. 62—119.5.)

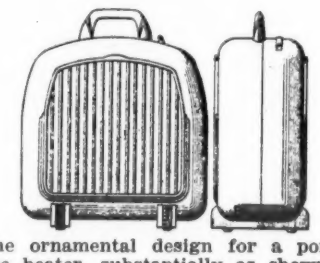
7. An absorption refrigeration system having a generator, a condenser, an evaporator, and an absorber interconnected for the circulation of refrigerant and absorbent, a heat operated part adapted for operation by a vaporization-condensation heat transfer system having a heated vaporization part and a part adapted to selectively withhold liquefied heat transfer fluid from said heated part and deliver the withheld liquid to the



heated part when heat transfer is desired, said system containing a heat transfer fluid and an auxiliary fluid having boiling points which differ substantially.

145,025. DESIGN FOR A PORTABLE SPACE HEATER. Ray R. Hutcheson, Brooklyn, N. Y., assignor to E. A. Laboratories, Inc., Brooklyn, N. Y., a corporation of New York. Application Nov. 27, 1945, Serial No. 124,108. Term of patent 14 years. (Cl. D81—10.)





The ornamental design for a portable space heater, substantially as shown and described.

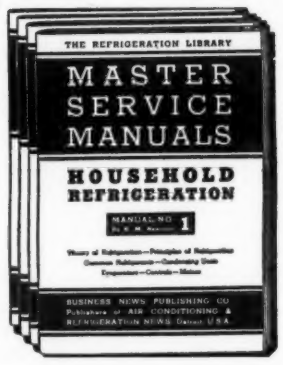
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Pat. 2,396,024. EVAPORATIVE COOLER. Patented March 5, 1946. Knockdown, easily assembled cooler for supplying moist, cool air is adapted to be connected to variously positioned ducts or registers. Has at least three interchangeable pad panels and a reversible, interchangeable vent panel forming the sides with an adjustable support inside carrying a rotating blower and motor. The discharge vent of the blower may be aligned with a selected vent through either the top, bottom, or any side of cooler. Any suitable piping may supply water to pads and air suction through pads is equalized to prevent formation of dry spots. (Owner) Leo V. Seaman, c/o Warehouse Sales Co., 101 East Jefferson St., Phoenix, Ariz., Group 35—84. Reg. No. 2,845.

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FRIGIDAIRE DEALER wants service man of good character for commercial (except ammonia) and household equipment. Must be experienced. Ability to take charge of service department desirable. Good working conditions. Give experience, age, previous salary, and photograph in first letter. UNIVERSAL APPLIANCE CO., P. O. Box 474, Roswell, New Mexico.

SALES ENGINEER: For eastern air conditioning and commercial refrigeration dealer carrying nationally known lines. Must be familiar with duct layout and complete engineering of air conditioning and commercial refrigeration jobs up to 20 hp. Leads furnished and assistance given. Go getter can earn $8,000 and up per year. Box 2031, Air Conditioning & Refrigeration News.

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FOR SALE: 10,000 new aluminum ice cube trays in three popular sizes. Also air-cooled and water-cooled remanufactured condensing units ¼ up to 2 hp. Write for particulars. EDISON COOLING CORP., 310 E. 149th St., Bronx 51, N. Y.

STAINLESS STEEL reach-in boxes, wood walk-in boxes, dry beverage coolers, beer coolers, two keg direct draw beer jobs, glass top freezers, cube makers, ice cream cabinets, work benches, beer pumps. Most items for immediate delivery. FRIGITEMP CORP., 931 Bergen St., Brooklyn, N. Y.

FROSTEDAIRE Refrigerated Cabinets 10 cu. ft. for commercial food and ice cream storage, suitable domestic use. Sliding glass top or 6 rubber lids, stainless steel rounded top, 18 gauge steel construction, 5" proven insulation, hermetically sealed hull, "Freon-12" refrigerant. Now available. FROSTEDAIRE CORP., 801 Greenwich St., New York 14, N. Y. CHelsea 3-4900.

DRY BEVERAGE COOLERS, open type frosted food cases, glass top freezers, stainless steel reach-in refrigerators. Immediate delivery; attractive distributorships available. GENERAL REFRIGERATORS CORP., 678 Broadway, New York 12, N. Y., ST 9-1222.

SEALED CROSLEY TERMINALS. Installed from the outside in a few minutes without opening the compressor. Corrects leaky terminals on all Crosley "F-12" units. Set of three $6.75 (Part No. 1020). Installation tool $1.65. Immediate delivery. Money-back guarantee. SEALED UNIT PARTS CO., 3097 Third Ave., New York 56, N. Y.

FRIGIDAIRE METER-MISER Terminals. Installed from the inside. Fits compressors with bottom-mounted terminals. (Part No. 1060.) Set of three $2.85. WESTINGHOUSE TERMINALS. Installed from the inside. (Part No. 1030.) Set of three $2.85. SEALED UNIT PARTS CO., 3097 Third Ave., New York 56, N. Y.

NORGE CHECK VALVES. For open-type units. (Part No. 1040). $2.55 each. SEALED NORGE terminal packing washers. For repairing leaky terminals. Installed from the outside in a few minutes. (Part No. 1050). Three sets (9 washers) $1.00. SEALED UNIT PARTS CO., 3097 Third Ave., New York 56, N. Y.

FRANCHISES WANTED

EXPORT: We represent large manufacturer of air cleaning equipment. We wish to add representation of manufacturer of freezers, ventilation, refrigeration, or air conditioning equipment. Have contacts with foreign purchasing missions. Will take over all export problems. Will work on commission or as distributors. Box 2032, Air Conditioning & Refrigeration News.

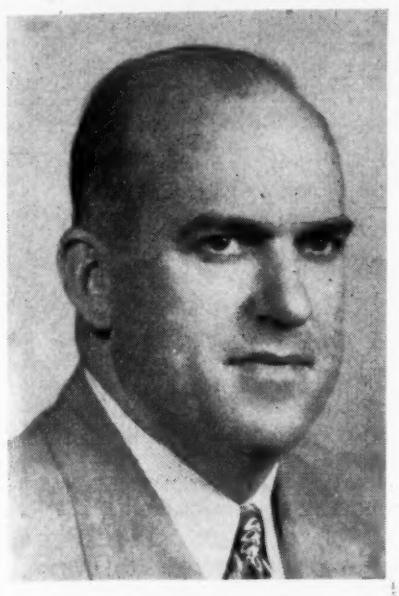
MANUFACTURERS: Canadian Commercial Refrigeration company has openings for additional equipment. Competent sales and management assures excellent representation. Will act as wholesale agents on non-conflicting lines, covering Canada from Vancouver to Toronto. Box 2033, Air Conditioning & Refrigeration News.

BUSINESS OPPORTUNITY

FOR SALE: Going Commercial Refrigeration business. First class clientele, well established, heavy demand with ample equipment. Leaving on account of other business demands. Business situated in Phoenix, Ariz., the fastest growing city in the U. S. A. Box 2024, Air Conditioning & Refrigeration News.

REFRIGERATION and Air Conditioning Service, repair and installation business. Old established and well paying business located in Philadelphia, Pa. Stock, equipment, trucks, and good will $12,500 complete. Very good reason for selling. Owner will assist for one month. Box 2030, Air Conditioning & Refrigeration News.

Heads New Group



A. J. EDMUNDSON

* * *

Commercial Firms Form Association In Raleigh

RALEIGH, N. C. — The newly formed Commercial Refrigeration Association here elected A. J. Edmundson, sales manager of the First Colony Distributors, Inc. of Raleigh, first president of the association at its meeting in the Carolina hotel here on June 27.

The Commercial Refrigeration Association, which had tentatively been referred to as the Commercial Refrigerator Distributor and Dealer Association of Eastern Carolina, has opened its membership to corporations, firms, and individuals actively engaged in the sale and distribution of commercial refrigerators in North Carolina, Mr. Edmundson declared.

Other officers elected are W. H. Jones of Refrigeration Sales & Service here, vice president; and J. O. Bullock of C. H. Stephenson Music Co. here, secretary-treasurer.

A board of directors appointed by the president will act as zone managers. Members of the board are E. C. Smith of Smith Refrigeration Sales Co., Fayetteville; L. A. Croom of Croom's Refrigeration Service, Robersonville; L. M. Dancliff of C. V. Hill Co., Raleigh; G. R. Scott of Scott Refrigeration Service, New Bern; and R. A. Scofield of S. C. Conrad, distributor, Greensboro.

Objects of the association are to promote and further the interests of distributors of commercial refrigerators, the industry and business in which they are actively engaged, and the general public.

Monthly meetings will be held on the last Thursday of each month in the home city of one of the zone managers.

Ammonia Valves, Steel Fittings Featured In Henry Valve Catalogs

CHICAGO—Henry Valve Co. has published two new catalogs illustrating and describing the company's line of ammonia valves and steel fittings.

Catalog 65, an eight page four-color booklet, contains detailed data, prices, and dimensions of Henry ammonia shut off, hand expansion, purge, relief, and check valves. Also included are packed liquid gauge sets, and accessories for ammonia refrigeration and other industrial purposes, it was said.

Catalog 67 describes Henry drop forged and cold rolled steel fittings.

These catalogs may be obtained by writing to Henry Valve Co., 3260 W. Grand Ave., Chicago 51, Ill., the company declared.

24 Appliance Dealers Join Forces In Memphis

MEMPHIS, Tenn.—Organization of the Memphis Retail Appliance Dealers Association was completed at a recent dinner meeting here with the election of officers and appointment of committees.

With 24 firms represented at the meeting, John F. Camp, Sr., of Camp Electric Co., who had been serving as acting chairman, was elected president. Other officers named include Glen Liles, vice president; Robert Feltus, secretary; and Dwight Baker, treasurer.

Promotion of cooperation among appliance dealers, wholesalers, and manufacturers and achievement of higher service standards was announced by the charter members as their principal aim. The association also announced it will seek standard trade-in practices and prices in preparation for the boom period.

Announcing that the association expects to have between 50 and 70 members within two months, Mr. Camp pointed out that many cities smaller than Memphis have active appliance trade associations. The local group will hold dinner meetings on the third Thursday of each month.

G-E In Full Production On Pressure Coolers



This bottle type water cooler is scheduled for later production by General Electric, now concentrating on a single pressure type cooler.

* * *

BLOOMFIELD, N. J. — General Electric has again attained full production of its pressure type water cooler manufactured in the air conditioning department here, the company reports.

Since the strike which held up all manufacturing for more than two months, production has advanced at a rapid rate, the company says.

Production of the pressure type water cooler will continue through 1946. Later a bottle cooler and an air cooled and a water cooled pressure type water cooler will be added, according to the company.

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Refrigeration Problems And Their Solution

By P. B. Reed

For Service and Installation Engineers



Manager, Refrigeration and Air Conditioning Division, Perfex Corp.

Carbon Dioxide In Refrigeration (Part 3)

In addition to its use in bottled beverages, carbonated water is used in ice-cream sodas and soda fountains are equipped with their own device called a carbonator for carbonating the water themselves instead of buying it. They buy carbon dioxide in liquid form in a heavy steel tank known as a cylinder. This cylinder is connected to the carbonator which draws CO_2 gas from the cylinder and charges it into plain water to a constant proportion.

CO_2 IN BEER

Bars use these cylinders to maintain a constant pressure on the kegs from which draught beer is drawn, to keep the proper head of foam or "collar" on the beer, and prevent it from going "flat," that is, losing too much of its CO_2 content. The larger bars have carbonators to make their own carbonated water for mixed drinks.

Carbon dioxide gas is produced naturally by the fermentation process through which beer passes during the brewing, but the brewer controls the amount of CO_2 in the beer, for too much in the beer makes "wild" beer, too little, "flat" beer.

CO_2 AS A SERVICE TOOL

To the refrigeration service engineer, a cylinder of CO_2 is a useful tool that enables him to put a high pressure on a system to test it for leaks before charging with refrigerant. Carbon dioxide gas is neutral to the materials used in the system and leaves no after effects when it is pumped out after the test.

A cylinder of CO_2 is also useful for supplying the high pressure needed for blowing out sludge, scale, dirt, or even water from a line or other parts of the system. CO_2 is much better for these purposes than compressed air at the same pressure, for the CO_2 is dry while compressed air, unless very carefully treated to dry it, contains a great deal of water that would be blown into the system.

CO_2 AS A FIRE EXTINGUISHER

The list of uses of carbon dioxide and of the contacts that it has on our private and business lives would be almost endless, but at least one other deserves mention—its use in fighting fires. Many fire extinguishers owe their effectiveness to the smothering effect of carbon dioxide gas released when the liquid comes into contact with the heat of the flame. Carbon dioxide will not burn and as it is heavier than air it forms a blanket around the base of the flame that keeps the oxygen in the air that is necessary for combustion.

In other forms of fire extinguishers liquid carbon dioxide is shot directly on to the base of the flame and the gaseous carbon dioxide into which the liquid changes, smothers the fire. In one type the high pressure of carbon dioxide is used as a propellant to shoot the active extinguishing agent to the flames from a distance.

'Bubbler Capacity Table' Given on Oasis Units

COLUMBUS, Ohio—A new full color advertising folder describing the Oasis electric water cooler model OP-10 has been published by the Ebco Mfg. Co. here.

The folder carries complete specifications on the cooler and a "bubbler capacity table" which gives the number of gallons of 50° F. drinking water provided at various room and water inlet temperatures.

Emphasis is placed on the hermetically sealed condensing unit and the "splash-free, angle stream" bubbler.

Specifications for Oasis fountains and glass fillers are also briefly described in the folder.

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Production of all perishable foods in the United States currently tops seventeen billion dollars...the preservation and distribution of which places a heavy responsibility on refrigeration.

Brunner dependable condensing units are guarding much of this perishable food by supplying refrigeration to the many types of equipment required in food handling between the points of production to appearance on the consumer's table.

Having specialized in the design, production and application of refrigeration condensing units for many years, Brunner units have definitely established a reputation for reliability, long service life and economy in both operation and maintenance.

Whether your requirements call for ¼ hp. or 25 hp. units, air-cooled or water-cooled, there is a Brunner Condensing Unit designed to meet them. They are described and illustrated in the Brunner Refrigerating Equipment Catalog. Write for a copy.

BRUNNER MANUFACTURING COMPANY

UTICA 1, NEW YORK, U. S. A.

BRUNNER

FOR MORE THAN 40 YEARS THE SYMBOL OF QUALITY

Coast Group--

(Concluded from Page 1, Column 4)

the industry and the present tie-in should make an excellent liaison between the manufacturers and contractors in this area," Mr. Brink declared.

Of the 16 firms listed as charter members of the association, all but one are located in Los Angeles. The Modern Refrigeration Works is in Glendale.

The charter members, by firm and individual are:

Artic-Temp Mfg. Co. (E. Allen and S. M. Colin).

Baker Ice Machine Co., Inc. (C. Hollingworth and H. T. Cory).

Carl Craft Co. (Carl Conkle and Ray Myre).

Coldew Corp. (B. Bakke).

Drayer & Hanson (M. J. Burke).

Elster's (Sam Elster and Maurice Landman).

Gay Engineering Co. (R. N. Gay and Fred Wells).

Modern Refrigeration Works (A. Peterson).

Refrigeration Mfg., Inc., (Robert Noll and Lee Prather).

Refrigeration Engineering, Inc. (H. Jarvis and J. L. Calvert).

Super-Cold Corp. (B. Glazer and C. T. Byrd).

Vering Mfg. Co. (L. Vering).

Vico Refrigeration & Mfg. Co. (C. A. Walther and K. M. Johnson).

Ward Refrigerator Co. (Harry Ward and P. R. Asmussen).

Weber Showcase & Fixture Co. (Clyde Meyers and Fred Weber).

York Corp. (R. Lauer and T. Tathauer).

Westinghouse--

(Concluded from Page 1, Column 2)

period, he predicted.

Westinghouse milk coolers for dairy farms are built in four cabinet sizes that can handle three, four, five, or six standard 10-gallon milk cans, according to Mr. Hildreth.

Cooling equipment is built as a single unit so it can be easily replaced during a servicing operation. "Drop-in" cooling units are sold separately to farmers who already own cabinets with adequate insulation.

Milk cooler production was totally discontinued in 1942 when manufacturing facilities at the plant were allocated to military needs, Mr. Hildreth reported.

Water coolers were built during the war almost exclusively for use aboard navy and merchant marine ships, in army cantonments, and for industrial plants producing military goods. They are now being supplied to normal peacetime customers, such as offices, hospitals, theaters, and restaurants, according to Mr. Hildreth.

Manufactured in five different models, the Westinghouse water coolers are equipped with hermetically sealed refrigeration systems. They are capable of supplying each hour from 5 to 20 gallons of water cooled to 50° F., he declared.

New Appliance Concern Is Formed In Chicago

CHICAGO — The McAllister-Ross Corp. has been formed here to manufacture and distribute household vacuum cleaners, the firm's president H. J. McAllister has announced.

The new company has purchased the assets of the Franklin-McAllister Corp. which manufactured vacuum cleaners before the war. Mr. McAllister was vice president in charge of merchandising for the old firm.

The 53 major household appliance distributors throughout the United States and Canada who handled the old firm's products will handle sales for the new corporation, Mr. McAllister said.

REFRIGERATION ACCESSORIES

- Instantaneous Water and Beverage Coolers.
- Oil Separators.
- Two-Temperature Valves.
- Accumulator Heat Exchangers.
- Equalizer Tanks.
- Controlled Temperature Photographic Processing Units.
- X-Ray Refrigerating Units.

TEMPRITE PRODUCTS CORPORATION
47 PIQUETTE AVENUE DETROIT 2, MICHIGAN

Edwards Appointed Chief Engineer of Westinghouse Dept.

MANSFIELD, Ohio — Hilbert E. Edwards, the man who directed the development and engineering of the Laundromat, Westinghouse's automatic washing machine, has been named section engineer in charge of laundry equipment engineering at the Westinghouse Electric Appliance Division here, it was revealed by E. K. Clark, manager of engineering.

Already holding patents on suspension, transmission, and controls for the automatic washer, Mr. Edwards will have charge of the development of the Laundromat and plans for their ironer and dryer.

Federal Reserve Board--

(Concluded from Page 1, Column 5)

paired production (after the war) are unavoidable, but temporary."

"Housing, automobiles, cereals, and silk are perhaps the most serious," it continued. "Nearly all other cases should be cleared up by the fall of 1946."

Although acknowledging that selective price control is justifiable when abnormal shortages cannot be met quickly, the study warned that such control is at best a "palliative."

"It does nothing to hasten and may delay the restoration of normal supply conditions," the study said.

The study was prepared by Charles O. Hardy, vice president and economist for the Kansas City Federal Reserve Bank, as the fourth in the Federal Reserve Board's series of postwar economic studies. It does not necessarily reflect the official views of the Board of Governors.

Frozen Tropical Fruits May Be Next on Menu

NEW YORK CITY — Put down frozen tropical fruits as a potential dish for your dinner table.

An American firm has been granted an exclusive contract to process frozen foods in Costa Rica and may ship some of the more exotic fruits to this country. However, it is expected that most of the company's production will be consumed locally.

The delicacy of many tropical fruits prohibits their shipment to the U. S. while fresh.

Eastern District Office Shifted by Sporlan Valve

MOUNT VERNON, N. Y.—Staffed by C. C. Grote, J. T. Barry, and W. A. Reichenbach, the eastern office of Sporlan Valve Co. has been moved to 1 Stevens Ave. here to provide larger facilities.

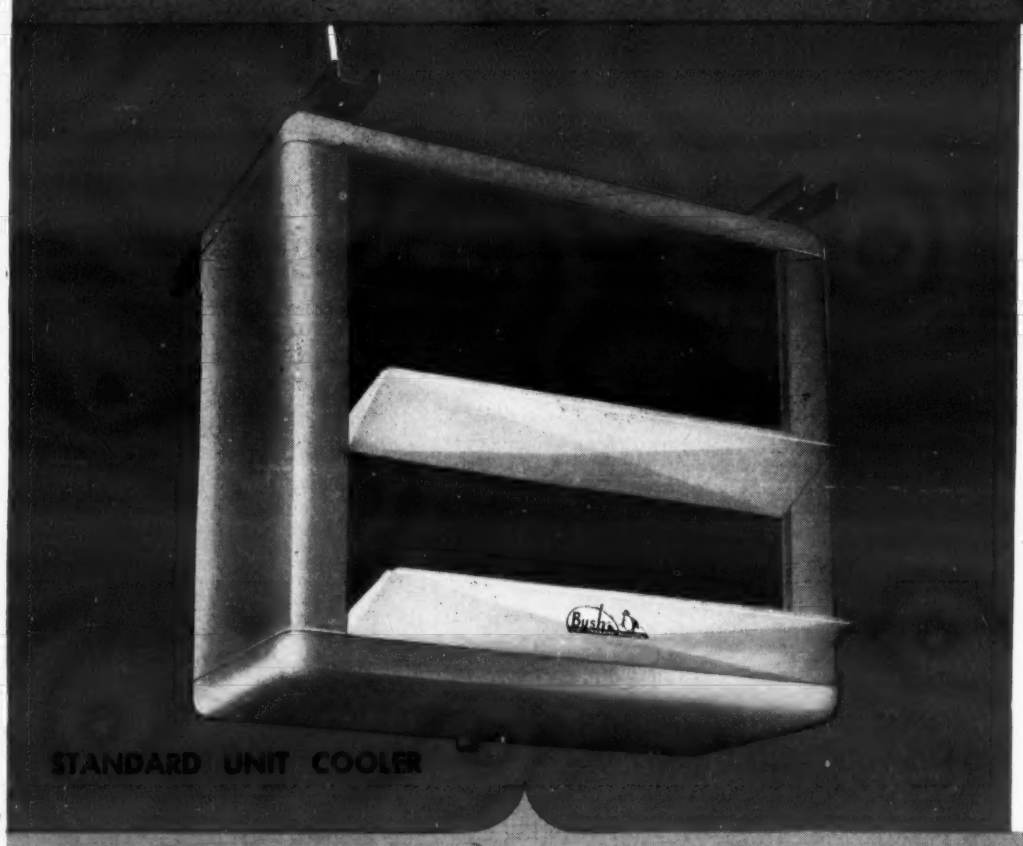
Moore Corp. to Quadruple Range Plant Capacity

JOLIET, Ill.—As rapidly as machinery, equipment, and materials can be obtained, the Moore Corp., range and stove manufacturer here, will quadruple plant capacity.

Although the Conlon Corp. of Chicago acquired the Moore Corp. several months ago, it is being operated as a separate unit.

Service Engineers prefer Bush *dependable* Units

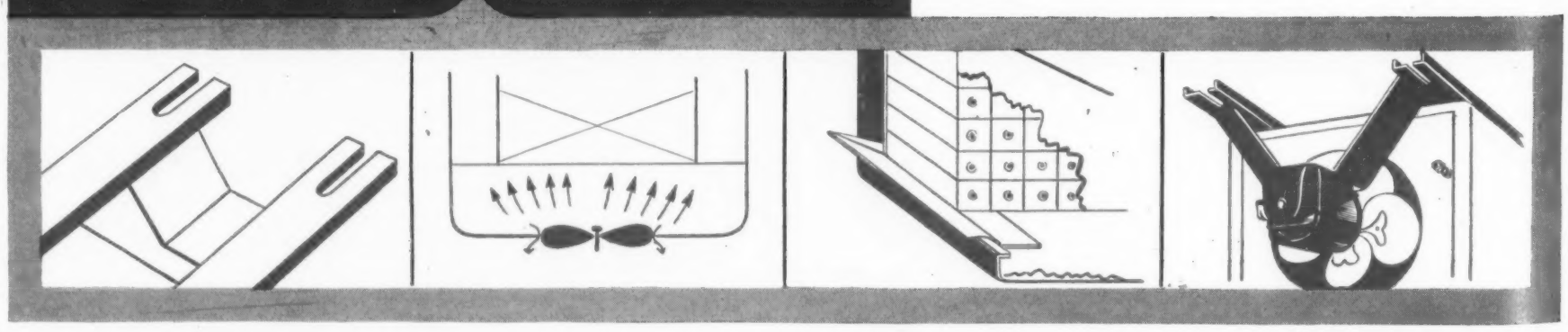




from a service engineers point of view

- BUSH UNITS stand the test of time with an enviable record of reliable performance.
- BUSH UNITS are available in a wide range of sizes and types to fit every specialized application.
- BUSH UNITS will take hard usage beyond the exacting demands of any refrigerating system.
- BUSH UNITS, on their performance record, are the most economical . . . dollar for dollar . . . that can be specified.

SPECIFY B U S H FOR UNINTERRUPTED, TROUBLE-FREE SERVICE



BUSH

- SLOTTED HANGERS — A BUSH engineering feature that permits greater ease of installation. Slips-in under lag bolts at one end . . . giving support while other end is being fastened in place.
- DEEP PLENUM CHAMBER — Designed to give the maximum distribution of moving air. A BUSH feature engineered for best air distribution of air through core.
- IMPROVED BOTTOM LOUVER — Concentrates flow of air through coil — eliminates blow-by with specially designed baffle. A new BUSH development engineered for top performance.
- MOTOR SUPPORT BRACKET — Widely accepted as the best designed and engineered support in the industry. Light — yet strong and vibration proof. Assures the smooth, quiet operation — featured in all BUSH units.

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